

# AMERICAN NURSERYMAN

## AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLVII No. 9

MAY 1, 1928

Per Copy 20c

*May..* THE LAST CALL  
FOR SPRING SUPPLY .. *"Rush!"*

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Plants

Seeds

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DECIDUOUS TREES

EVERGREEN TREES

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Reference: Avery County Bank, Newland, N. C.



# AMERICAN NURSERYMAN --- May 1, 1928

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**Advertising**—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

**"AMERICAN NURSERYMAN"** is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

**"AMERICAN NURSERYMAN"** will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copy less of current volume, 30c; of previous volumes, 25c.

RALPH T. OLCOTT  
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## EVERGREENS - ROSES - VINES

Write us for prices on any of the following articles. We can give special prices on quantity orders. We guarantee the same heavy grade you have been accustomed to receive from us.

### EVERGREENS

300 Juniper hibernica	2 to 2½ ft.
100 Juniper horizontalis	2 ft.
500 Juniper sabina	1½ ft.
300 Juniper sabina	2 ft.
100 Retinospora filifera	2 ft.
200 Retinospora filifera	2 ft.
100 Retinospora pisifera	2½ ft.
500 Retinospora pisifera aurea	2 ft.
500 Retinospora pisifera aurea	2½ ft.
300 Retinospora pisifera aurea	3 ft.
500 Retinospora plumosa	1½ ft.
1000 Retinospora plumosa	2 ft.
500 Retinospora plumosa	2½ ft.
1500 Retinospora plumosa aurea	1½ ft.
1500 Retinospora plumosa aurea	2 ft.
200 Retinospora plumosa aurea	2½ ft.
500 Retinospora squarrosa	1½ ft.
200 Retinospora squarrosa	2 ft.
1000 Thuja occidentalis	2 ft.
1000 Thuja occidentalis	2½ ft.
1000 Thuja occidentalis	3 ft.
1000 Thuja ellwangeriana	1½ ft.
300 Thuja ellwangeriana	2 ft.
1000 Thuja globosa	1½ ft.
400 Thuja hoveyi	1½ ft.
200 Thuja pyramidalis	2 ft.
500 Thuja pyramidalis	2½ ft.

### EVERGREENS—Continued

500 Thuja pyramidalis	3 ft.
500 Thuja warreana	1½ ft.
300 Thuja warreana	2 ft.
100 Biota orientalis	2½ ft.
200 Biota orientalis	3 ft.
250 Buxus arborescens	8 to 10 inch
300 Mahonia aquifolium	15 inch
300 Mahonia aquifolium	18 inch

### VINES

800 Ampelopsis engelmanni	3 yr.
5000 Ampelopsis tricuspidata (veitchi)	2 yr.
2000 Ampelopsis tricuspidata (veitchi)	3 yr.
500 Aristolochia sipho	2 yr. Medium
500 Aristolochia sipho	2 yr. No. 1
100 Bignonia grandiflora	2 yr.
500 Bignonia radicans	2 yr.
300 Celastrus orbiculatus	2 yr.
5000 Clematis paniculata	2 yr.
2000 Clematis paniculata	3 yr.
4000 Hedera helix	2½ inch pots
500 Hedera helix	3 inch pots
1000 Lonicera aureoreticulata	2 yr.
500 Lycium chinense	3 yr.
500 Wisteria magnifica	2 yr.
300 Wisteria sinensis	2 yr.
200 Wisteria sinensis	3 yr.
100 Wisteria sinensis alba	3 yr.

### ROSES

Special low price on following:

600 Magna Charta	No. 1
300 C. F. Meyer	No. 1
600 Erna Teschendorf	No. 1
700 Erna Teschendorf	No. 2
800 Mme. Levassieur	No. 1
300 Rubrifolia	No. 1

### CLIMBING ROSES

Extra Fine, Grown to Stake

600 American Pillar	No. 1
400 American Pillar	No. 1
200 Veilchenblau	No. 1
200 Veilchenblau	No. 1
400 Aviateur Bleriot	No. 1
200 Aviateur Bleriot	No. 1
400 Christine Wright	No. 1
200 Christine Wright	No. 1
1000 Dr. Van Fleet	No. 1
600 Dr. Van Fleet	No. 1
2000 Dorothy Perkins	No. 1
900 Dorothy Perkins	No. 1
200 Excelsa	No. 1
1000 Gardenia	No. 1
400 Hiawatha	No. 1
200 Hiawatha	No. 1
500 White Dorothy	No. 1

We also have a complete selection of Fruit Trees and Ornamental Shrubs. Write us your needs.

600 ACRES COMPLETELY MODERNLY EQUIPPED

"Everything that is Good and Hardy"

## THE COLE NURSERY COMPANY

Forty-seven Years at PAINESVILLE, OHIO

... The ...

## Bridgeport Nursery

Established 1875

Carload lots for Fall 1928

CHERRY PEACH APPLE

CATALPA BUNGEI

one and two year heads

SHADE TREES

and a general line of

SHRUBS EVERGREENS

PERENNIALS ROSES ETC.

C. M. HOBBS & SONS

BRIDGEPORT, INDIANA

Largest Nursery in Indiana

Mr. Buyer--

Let us take care  
of your late orders.

We have a heavy stock on

BARBERRY THUNBERGI—3 year

CALIFORNIA PRIVET—all grades

AMOR RIVER PRIVET—all grades

ORNAMENTAL SHRUBS—all grades

ASPARAGUS ROOTS—2 year No. 1

ELBERTA PEACHES—all grades

all in fine condition. Bulletins showing quantities and prices moving frequently.

C. R. Burr & Company, Inc.

MANCHESTER, CONNECTICUT

Wholesale Nurserymen

LESS THAN FIVE CENTS A WEEK—

AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

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# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVII

ROCHESTER, N. Y., MAY 1, 1928

No. 9

### AND FINALLY THE QUERY: WHAT IS A QUARANTINE

Although Nurserymen and government authorities have been literally handling quarantines, more or less familiarly, for years—to say nothing of pouring over them and pouring on them various expletives—a committee of the National Plant Board, in an endeavor to find out what it is that goes by the name of quarantine, has prepared a report a copy of which was presented for consideration at the recent meeting of the Central Plant Board in St. Louis at which the American Association of Nurserymen was represented by its secretary and traffic manager, Charles Sizemore.

It is stated that the preliminary outline submitted, "therefore, should be taken merely as raw material, and it is earnestly asked that the members of the board give their thought and attention to elaborating it. Important points may have been omitted; some of the features may have to be restated, revised, or modified; and it is only with the team work of the whole board that we may expect to arrive at a statement which will express the best thought and opinion of the country in general.

"The committee asks for the fullest and freest discussion, criticism, suggestions, additions and corrections from the board members, so that when the time comes to enter on a discussion preliminary to drawing up a final statement we will be able to incorporate in it the best thought that we have."

Webster says that a quarantine is a restraint (which Nurserymen well know) or interdiction placed upon the transportation of animals, plants or goods suspected of being carriers of disease or other pest.

It has been supposed that human beings may be affected by quarantine.

Evidently the National Plant Board has found that it is something else or additional; for it is not satisfied with the dictionary definition. It announces that a quarantine may be defined from a number of viewpoints. It proceeds to give four of these and then remarks:

These attempts at partial definition do not completely express the scope of quarantine activity, but they are cited to show the many-sidedness of this type of activity. It touches, in no uncertain manner, human life and affairs in a variety of ways. Inasmuch as it may involve restriction or prohibition of movement of materials, the treatment or destruction of crops, the control of production and even the use and value of land, it may come into distinct conflict with recognized property rights.

Because prohibition of certain acts by persons may be involved, or other acts may be required, in either case under risk of legal penalties, it is clear that a quarantine may invade the field of personal rights.

The legal sanction and administrative power necessary to carry on a quarantine brings this activity, without question, into the legal field.

The machinery of enforcement involves a

staff of public officials maintained from the public treasury; hence a quarantine is in a real sense an administrative function.

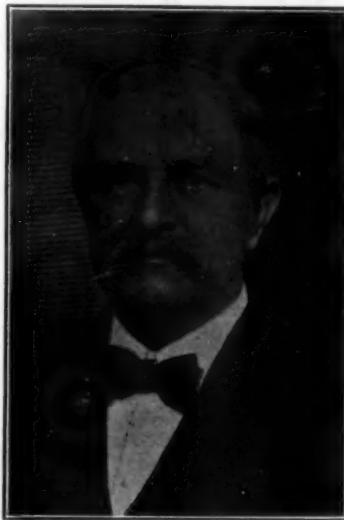
A quarantine must take cognizance of the financial and industrial values involved; on the one hand is to be considered the cost of enforcement and on the other the worth of the crops or industrial values to be preserved. Here it undoubtedly enters the field of economics.

Essentially the effort made in a quarantine is to combat a living organic species. Success, therefore, necessitates adequate study of the fungus or insect foe. In other words a quarantine is basically a biological problem.

The significance of the study which has been given to the subject thus becomes apparent. It is observed that the relative importance of the factors cited varies in different quarantine problems.

After outlining 13 principles of quarantine, action, as a board, on the matter was deferred.

#### Charles M. Peters To Retire



In his 75th year and with a record of more than three score years in active Nursery work, Charles M. Peters, well known and beloved in the Nursery trade, has decided to retire therefrom. He has tendered his resignation of membership in the American Association of Nurserymen and the protective association to take effect in June.

Mr. Peters has been a member of the national association 37 years and has attended most of the conventions during that time. With his father he founded the Snow Hill, Ind., Nurseries in 1873. He moved to Salisbury, Md., in 1905 and established the Fairfield Nurseries, specializing in grape vine and strawberry plant culture. He has other interests which will occupy his time quite fully but will not be so strenuous as the Nursery business.

#### 600 Varieties Hawthorns

Genesee Valley Park, Rochester, N. Y., in its 640 acres, contains many specimens of native trees and shrubs, perhaps the most notable of which is a collection of more than 600 species and varieties of native hawthorns. In 1901, there were only ten known species of these in North America. Now there are 1,156. The collection in Genesee Valley Park is the result of the interest of the late Dr. Charles S. Sargent, a director of the Arnold Arboretum, and the diligence of Calvin C. Laney, the late John Dunbar, and their associates in park work—Henry T. Brown, park engineer; Bernard H. Slavin, now superintendent of parks; R. E. Horsey, foreman at Highland Park, and M. S. Baxter, noted botanist. These men not only sought out specimens in Rochester and nearby places, but their activities extended to Canada, all parts of Western New York, and Ohio. Among these is a Rochester hawthorn, discovered by John Dunbar, and named *Crataegus durobivensis*. This is one of the most ornamental hawthorns. One of the particularly attractive collections in Genesee Valley Park is that of the native crabapples, along Red Creek.

#### Reducing Varieties

Some years ago, Mr. Hoover, the U. S. A. Secretary of Commerce, appointed a Commission to enquire into ways and means of preventing loss in industry.

In six typical lines analyzed, the preventable waste was found to range from 29 per cent. to 64 per cent., the chief causes being unnecessary styles, sizes and grades.

The American Nurseryman prints an article by Mr. John K. Andrews, in which he applies the information gained to the Nursery Trade. A typical instance quoted is—"A shoe manufacturer had been making three grades of shoes with 250 styles in each grade. He cut to one grade and 100 styles. This reduced his production cost 31%, overhead 25%, inventory 20%, cost to consumer 27%, and increased sales 20% on women's shoes and 80% on men's shoes."

Mr. Andrews goes on to say—"Nurserymen can well give serious thought to this matter of simplified variety lists. Looking over the price lists of seven Nurseries in this organization, you find the number of varieties of Apples alone varying from 18 to 53, the average being 42. This means 42 distinct lots of Apple that must be kept separate in the propagating room and in the field. Most of us have three grades of each variety, so there would be 126 different lots of Apples in the grading cellar, 126 stacks in storage, 126 stalls for assembling. In the office you would have 126 different records to keep."

If this be true in the U. S. A., is it not doubly so here, where our lists are often two or three times as long?

Mr. Murrell has just dealt with our overlengthy lists of Roses. Is it not time that Nurserymen took up the question of redundant sorts of fruit trees, Lilacs, Berberis, and a dozen other lines, and made up their minds to ruthlessly scrap varieties superseded by newer and better sorts?

Of course, there are limits, and every firm must be guided by special circumstances and the local demand for particular varieties, but we believe we are all a long way from approaching the limit at present. —Horticultural Advertiser (England)

## ARRANGEMENTS FOR DENVER NATIONAL CONVENTION

**F**IFTY-THIRD annual convention of the American Association of Nurserymen will be held in Denver, Colo., June 20-22.

Cosmopolitan Hotel will be headquarters. Chicago, Burlington and Quincy Railroad has been designated the official route.

Plans are in the making for special Pullman coaches and at least one special train.

Chicago will be the main concentration point. Nurserymen from the eastern sections of the country should plan to reach Chicago in time to board the special train on the C. B. & Q. R. R. which will start west at about 6.15 p. m., Friday, June 15 for arrival in Denver Sunday forenoon, June 17.

A feature of the trip will be a stop-over in Shenandoah, Ia., noted Nursery center which will be reached at 8:30 a. m., Saturday, June 16. There the party will be met by the Shenandoah Nurserymen and entertained in and about the Nurseries. There will be visits to the prominent radio stations KMA and KPNF, a luncheon at noon and dancing. In the afternoon the party will proceed to Denver.

Special Pullman coach parties may be made up in New England, the Atlantic Coast states, the Southeastern and Southwestern states and in other sections, converging on Chicago where practicable. The serymen of the Pacific Coast are planning to attend in large numbers. Special parties will be made up to travel from Coast points.

Those who plan to make extended trips before or after the convention will find it advantageous to decide upon their itinerary in advance and purchase through round-trip tickets with stop-over in Denver.

Regarding the official route, a representative of the Chicago, Burlington & Quincy R. R. said to a reporter for the *American Nurseryman*:

"We believe that travelers on the Burlington's trains are entitled to more than mere transportation. They are entitled to fast, efficient service, and to ride in comfort—the most solid, human comfort that modern artistry and modern engineering can contrive. To that end Burlington service always has implied the best of coach and Pullman equipment, superbly appointed dining cars serving the finest of foods, heavy rails, a sturdy road bed maintained in perfect condition, speed recording instruments and mechanical devices to make starting smooth. These and other things always have been a matter of Burlington principle—principle and some little pride.

"But yet, one more element of comfort and atmosphere of your own living room at home which no ordinary club or lounge car possibly can supply. An entirely new lounge car had to be designed, one which fulfills in every detail the Burlington ideal of supreme comfort in railroad travel.

"Painstaking months were spent by Burlington and Pullman engineers in the planning and building of these splendid cars. The ideal has become a fact and the new lounge cars—your own luxurious living room—are now in service on Burlington crack trains: The Black Hawk, between Chicago, St. Paul and Minneapolis; The

Nebraska Limited, between Chicago, Omaha and Lincoln.

### THE GENERAL LOUNGE

"When the train pulls out of the terminal and the luggage is stowed away you head for the lounge car which is free for use by all Pullman passengers and devoted entirely to lounging purposes. Here in the main lounge you make yourself comfortably at home and what is more, you actually feel at home.

"The beautiful chairs and divans you find are as pleasantly comfortable as they are handsome. They can be shifted around too, which may be desirable if you are visiting with a friend or when a view out-of-doors is particularly attractive. It is mighty pleasant in here. You noticed that when you entered, but now that you have had time to look around you realize that whoever planned and decorated this car did a mighty fine job. Nothing obtrusive about it. Just the artistic blending of beautiful quiet colors. That fine brown of the walnut panel-

ling that reaches to the ceiling is a perfect background for the greens and the grey-greens of the chairs, the carpet and the ceiling. Nature's colors, those greens and that brown. They help make one feel solidly at home—nothing out of tune, no jarring note anywhere—a symphony in artistic combination of pleasing colors.

"A smoke would taste good. Better than usual in surroundings like these. Plenty of smoking stands beside the chairs, and they are comfortably large. Look as if they'd be hard to tip over. Did you notice the smart little electric cigar lighters? A strange thing is that while a number of people are smoking in here the air is good and stays good. These exhaust fans near the ceiling and the regular fans together must do the trick.

"The tables in those two nooks in the center of the car look like card tables and here comfortably ensconced in deep-cushioned, leather seats, card playing assumes all the inviting aspects of one's club.

"In the miniature library at one end of

## Tentative Denver Convention Program

### Monday, June 18

8:00 A. M.—Registration. Secretary Charles Sizemore in charge

9:30 A. M.—Executive Committee Meeting in Room 303

Report of Arrangements Committee

Meetings of the following committees. Time and place subject to call of chairman.

Arbitration—Earl D. Needham, Chmn.

Arboreta—Robert Pyle, Chmn.

Crown Gall—Henry Chase, Chmn.

Storage Investigation—F. A. Wiggins, Chmn.

Legislative—Henry T. Moon, Chmn.

Plant Patents—Paul Stark, Chmn.

Market Development—E. C. Hilborn, Chmn.

Standardization—E. S. Welch, Chmn.

Trade Relations—Clarence Siebenthaler, Chmn.

Vigilance—Charles Sizemore, Chmn.

All committees desiring to make reports to Executive Committee will find the committee in session in Room 303. This will dispose of some reports that are not of sufficient importance to bring before the membership in regular session. All reports thus submitted will be included in the annual convention report.

2:00 P. M.—Executive Committee in session, Room 303

2:30 P. M.—Wholesale Fruit Tree Growers Association meeting in private dining room—mezzanine floor. (This meeting for members only and executive session). J. P. Rice, Pres.; Charles J. Maloy, Sec'y.

8:00 P. M.—Executive Committee meeting, Room 303

8:00 P. M.—American Nurserymen's Protective Association meeting in private dining room, mezzanine floor. M. R. Cashman, Pres.

### Tuesday, June 19

8:00 A. M.—Registration. Secretary Charles Sizemore in charge. Books and badges distributed here.

8:30 A. M.—Assembly for 100 Mile Automobile Tour of Denver Mountain Parks

9:00 A. M.—(Sharp). Start will be made for this all-day tour of wonderful mountain scenery, points of interest as per outline published in *American Nurseryman*, page 108, March 1 issue.

—This tour is the courtesy of the Rocky Mountain Nurserymen's Association and the Western Nurserymen's Association.

—Active committee in charge: W. S. Griesa, Chmn.; J. T. Roberts, Jr., Carlisle Ferguson, Lloyd Stark, J. B. Pilkington

8:30 P. M.—Retail Protective Nurserymen's Association in private dining room on mezzanine floor: W. G. McKay, Sec'y.

8:30 P. M.—Executive Committee Meeting in Room 303

### Wednesday, June 20

9:15 A. M.—Assembly for opening session. (Please be prompt)

9:30 A. M.—Meeting called to order

9:35 A. M.—Invocation

9:40 A. M.—Report of the Arrangements Committee covering convention details; W. S. Griesa, Chairman

9:50 A. M.—President's Address, Walter W. Hillenmeyer

10:10 A. M.—Secretary's and Traffic Manager's Report, Charles Sizemore  
Report of Vigilance Committee, Charles Sizemore, Chairman

10:25 A. M.—Address: "Building Nursery Business Through Increased Man Power," H. N. Tolles, Chicago



## ARRANGEMENTS FOR DENVER NATIONAL CONVENTION

the main lounge you are sure to find the latest number of your favorite magazine conveniently put up in an attractive binder. The light is perfect for reading. Even though you don't need it you are possessed of an impulse to switch on the lamp on that little table at your side—it is more like home that way.

### THE OBSERVATION-SUN PORCH

"Back here you have been missing something. Out the door there, to the back. This is great stuff. A charming porch entirely enclosed in plate glass giving one perfect vision through both sides and the rear. You'll find no dust in this little "observatory". Yet the air circulates freely. However, the windows are adjustable and the glass door in the center can be opened, if you wish. The attractive chairs that look comfortable and are comfortable, complete the inviting ensemble of this sun room.

"And a special word about these windows. They are not regular glass. They are a very special and new sort that admits the sun's health-giving ultra violet rays. A

good place for an old-fashioned sun bath, this sun porch.

### THE LADIES' LOUNGE

"When you first walked into the lounge car probably you noticed the ladies' lounge on the left—a beautiful little room that has won the plaudits of the fair sex to whose use it is dedicated. The divans and chairs are as restful as they look. There is a bridge table and a writing desk, a place for magazines, a comfortable lounge with deep crushed-down cushions, and, yes, suitable mirrors. And the same artistic color combinations, all in perfect good taste.

### BUFFET SERVICE

"During the evening perhaps you may be a bit hungry. Touch the bell and the porter is at your chair, ready to take your order for a sandwich or something to drink. If you follow him you will see him enter a door you hadn't noticed at the forward end of the car and inside that door is an amazingly compact and glistening white little buffet, with all equipment necessary to prepare and serve your order promptly.

"It simply cannot get too warm or too cool for you in the lounge car, no matter which section of it you may occupy. Thermostatic control keeps the temperature constant in the main lounge. And separate controls regulate the temperature in both the ladies' lounge and the observation-sun porch.

"The carpet feels luxuriously soft. Underneath it is a cushion that gives the carpet that comfortable "depth" of your rugs at home.

"Electric fans agitate the air without causing draft, while the exhaust fans keep the air in the entire car clean and fresh.

"The part of the car you do not see—the frame work, springs, trucks, and other things embraces the most recent practices of engineering and manufacturing—designed for the complete comfort of our passengers.

"These new cars exemplifying the latest and most out-standing achievement in railway car-building—are designed entirely for lounging purposes and are intended for free use of all Pullman passengers riding on The Blackhawk and The Nebraska Limited.

### Tentative Denver Convention Program

- 11:15 A. M.—Address: George Collison, Denver Chamber of Commerce  
 11:45 A. M.—Report: Arborea Committee, Robert Pyle, Chairman  
 12:00 Report: Crown Gall Committee, Henry B. Chase, Chairman  
 12:10 P. M.—Concluding remarks and adjournment  
 2:00 P. M.—Assembly  
 2:10 P. M.—Storage Investigations, F. A. Wiggins, Chairman  
 2:25 P. M.—Plant Patents Committee, Paul Stark, Chairman  
 2:40 P. M.—Address: "The Nurseryman's Prospects," James M. Irvine, Manager Country Gentleman Service  
 3:25 P. M.—Report of Market Development Committee, E. C. Hilborn, Chairman  
 3:45 P. M.—Address: "Fundamentals of Successful Selling," H. N. Tolles, Chicago  
 5:00 P. M.—Address: "United Horticulture," Robert Pyle  
 Adjournment  
 8:30 P. M.—Meeting of sectional and regional delegates to nominate officers and place of meeting. Room 303

### Thursday, June 21

The morning session will be an all program session with no business

- 9:10 A. M.—Address: "Orderly Production in Connection with Market Development," C. A. Tonneson, Executive Sec'y. Pacific Coast Association  
 9:30 A. M.—Address: "The Continuous Open Season Selling of Nursery Stock" (Summer Planting), T. D. Chenoweth, Beverly Hills, California  
 Discussion: Clarence Siebenthaler, Dayton, Ohio; O. W. Fraser, Birmingham, Alabama; W. A. Natorp, Cincinnati, Ohio  
 10:20 A. M.—Address: "Managing Men in Business," H. N. Tolles, Chicago

### Afternoon Session

NOTE—THIS IS THE MOST IMPORTANT SESSION OF THE WHOLE CONVENTION. OWING TO THE NATURE OF THE MEETING IT IS TO BE A CLOSED ONE AND ONLY MEMBERS OF THE ASSOCIATION IN GOOD STANDING WILL BE ADMITTED TO THE HALL.

2:00 P. M.—ASSEMBLY

2:15 P. M.—COMPLETE REPORT OF THE L. W. RAMSEY COMPANY ON THE NURSERY SURVEY—E. G. Naeckel, L. W. Ramsey  
 RECOMMENDATIONS BASED ON SURVEY REPORT—Market Development Committee, E. C. Hilborn, Chairman  
 REPORT OF THE EXECUTIVE COMMITTEE ON MARKET DEVELOPMENT—Pres. Hillenmeyer  
 Adjournment

8:30 P. M.—American Plant Propagators Association—Private dining room, Henry Klehm, President

### Friday, June 22

- 9:00 A. M.—Report of the Arbitration Committee, Earl D. Needham, Chairman  
 9:30 A. M.—Report of Legislation Committee, Henry Moon, Chairman  
 9:45 A. M.—Report of Trade Relations Committee, Clarence Siebenthaler, Chairman  
 10:00 A. M.—Report of Standardization Committee, E. S. Welch, Chairman  
 10:25 A. M.—Legal Aspects of Some Common Business Transactions, Morton Q. Macdonald, A. A. N. Legal Adviser  
 11:00 A. M.—New Business  
 11:30 A. M.—Vote on next convention and time  
 Final Adjournment

### Japanese Flowering Cherries

Japanese flowering cherries, first introduced into the United States in 1862 and now established throughout the eastern part of the country, have become of increasing interest during the last 10 years, according to Paul Russell, assistant botanist in the United States Department of Agriculture, and more than a dozen Nurseries are offering from 1 to 10 of the best varieties. The department has no trees available for distribution.

Mr. Russell has just completed a history of the introduction of these trees and a description of the numerous varieties, their culture, propagation, and adaptation. The publication is known as Circular 31-C, "Japanese Flowering Cherries."

Probably the best known and most popular collection of flowering cherries is that in Potomac Park, Washington, D. C., says Mr. Russell. In 1912, through the generosity of the city of Tokyo, Japan, nearly 2,000 trees, including the best varieties known to Japanese horticulturists, were presented to the city of Washington and planted in Potomac Park. The earliest flowering variety of this collection, the Yoshino, which encircles the Tidal Basin with nearly 1000 trees, bursts into bloom usually late in March or early in April. The other 11 varieties growing along the East and West Drives open their flowers in rapid succession about the time the Yoshino has ceased blooming, making a continuous display for more than a month.

The largest varietal collection of these cherries has been assembled at the Arnold Arboretum, Jamaica Plain, Mass., and an excellent collection is also maintained at Highland Park Rochester, N. Y. Of the more than 100 varieties recognized by Japanese horticulturists, 40 are listed as growing at the Arnold Arboretum.

At the present time, Mr. Russell says, it is known that these cherries can be grown satisfactorily throughout the Eastern States generally, with the exception of the far South and extreme North, where sufficient tests have not yet been made. They do well on the Pacific coast, from central California to Washington. In general, it may be said that the flowering cherries can be grown throughout the same areas as the peach, and even somewhat farther north.

A number of important varieties are described as to flowering habits. Of these Mr. Russell holds that one of the most attractive varieties is the pendulous form known to some Nurserymen as the Rosebud cherry. It is a single-pink sort and blooms at the same time or even earlier than the forsythias. Individual trees sometimes reach a height of 35 feet or more.

A copy of the circular may be obtained by writing to the United States Department of Agriculture, Washington, D. C.

# STUDY TO ELIMINATE MIXTURES IN YOUNG TREES

By J. S. Shoemaker, Ohio Expt. Sta., Before Ohio Nurserymen

**D**URING the past two years the writer has made a study of peaches, pears, cherries, and plums, in an attempt to become familiar with characters which may be used for identifying varieties and eliminating mixtures in young trees. Eight prominent Nurseries in the state were visited and use was made of the variety collections at the Ohio Experiment Station.

Each Nurseryman visited showed interest in the study, seemed glad to have it undertaken, and spent some time with the writer in the field. Nurserymen are familiar with the work that Dr. Shaw of Massachusetts is conducting. W. H. Upshall, Horticultural Experiment Station, Vineland, Ontario, Canada, has done extensive work on Nursery stock identification among the Ontario Nurserymen, and has published a valuable publication on the subject.

While many characters of Nursery trees are extremely variable, others are not greatly altered by conditions and it is to these that most attention is devoted in this article. Nurserymen have expressed preference for visits before they have started their budding work. When mixtures occur they can then avoid propagating from them that year. This is a good point, even although many characters of value do not become evident until later in the season.

For the sake of brevity in presentation, the following classification of varieties has been made. Detailed description of characters has been made for each variety, but a lengthy discussion would be out of place here. It is appreciated that personal experience is the chief factor in varietal identification, and that printed classifications are limited in value. Any grower can tell fruit of Elberta from that of Early Crawford, but if he tries to give descriptions that will distinguish these two from one another and from all other peaches he will find it quite a problem. Some characters, however, particularly such as type of gland in peaches, color of shoot in pears, and pubescence of shoot in plums, can often be used to advantage from descriptions. Such characters, also, are handy to use when walking along Nursery rows. When a peach variety, for instance, with small, round, pimply glands is found labeled as Carman it is at once evident that a mixture occurs.

## PEACHES

- A—White fleshed (Scarcity of yellow pigment in leaves).
- B—Globose glands (Small, round, pimply).  
Champion (dull), Mayflower, Stump Oldmixon.
- BB—Reniform glands (Kidney shaped),  
Carman, Hiley (narrow), Belle of Georgia, Greensboro; Heath Cling (leaves much crinkled).
- AA—Yellow fleshed (Abundance of yellow pigment in leaves).
- B—Globose glands (Small, round, pimply).  
C—Leaves much crinkled.  
Early and Late Crawford, Fitzgerald.
- CC—Leaves not markedly crinkled.  
South Haven, Niagara, New Prolific, St. John.
- BB—Reniform glands (Kidney shaped)  
Elberta\*, Wilma, Salberta, J. H. Hale (dwarfish), Capt. Ede, Rochester, Crosby, Smock, Lemon Free (narrow leaf), Gold Drop, Kalamazoo (very upright tree), Early Elberta, Engle.

\* Leaves of the Elberta type are much larger and more leathery, and the glands are larger than those of varieties like Rochester or Gold Drop.

## SWEET CHERRIES

Bing—Smooth petioles on tip leaves.

Windsor—Sprawly tree; bark with distinct reddish caste.

Lambert—Medium to heavy pubescence on young petioles; large glands; dark bark.

Schmidt—Large, prominent lenticels; glands near base of leaf and widely spread apart.

Black Tartarian—Glands long, pale in color; heavy pubescence on young petioles.

Yellow Spanish—Light pubescence on young petioles; glands round; base often tapering.

Gov. Wood—Heavy pubescence on young petioles; leaves often much folded; glands large, dark red.

## PEARS

1—Shoots red.

Kieffer (brownish pubescence at tip of shoot), Duchess, Clairgeau, Clapp's Favorite, Flemish Beauty, Seckel, Worden-Seckel, Howell, Vermont Beauty, Mary, Rossney.

2—Shoots green or brownish.

Anjou—Dull, shallow serrations; much twisted leaves; leaves folded upward.

Bartlett—Fine, shallow, sharp pointed teeth; evenly folded leaves.

Lawrence—Fine serrations.

Bosc—Very shallow teeth; distinctly broad base of leaf.

Sheldon—Sharp, deep teeth.

## PLUMS

1—Shoots markedly pubescent (hairy).  
Monarch, Gueli, Shipper, Imperial Gage, Diamond, Shropshire.

2—Shoots lightly pubescent to smooth.

### European varieties

#### Purplish shoots

Reine Claude—leaves rolled from tip.

Pond—leaves rolled from margins.

Lombard—glands on petiole, often stalked.

Grand Duke—glands on blade.

Arctic—often pubescent at tip portions of leaf.

Italian Prune—shoots with marbled effect.

German Prune—several strains.

#### Pinkish shoots

Bradshaw—leaves much twisted.

Yellow Egg.

#### Japanese varieties

Satsuma—leaves often invert-boat shaped; lenticels larger than on Maynard.

Maynard—leaves wider than Satsuma.

Wickson—very upright habit; leaves rolled from sides to give narrow appearance.

Burbank—spreading habit.

Shiro—peach-like.

Red June—leaves curved upward.

Abundance—leaves bent upward.

## Forestry Week Comment

Frederick W. Kelsey, New York City, in a communication in the New York Times, April 21, said:

The President's proclamation designating the week of April 23 as Forestry Week is especially appropriate at this time. During the past year the country has been rudely awakened to the suicidal policy of forest destruction and the necessity of reforestation.

Fortunately, the public and those in authority are awakened on this subject. Governor Smith and other executives have again cooperated with President Coolidge in proclamations for Forestry Week; the Clarke-McNary law aligning the Federal Government with the states in reforesting expenditures and fire protection is an important factor; the favorable attitude of the press; forestry instruction in the public schools; the growth of the state Nurseries, also millions of young trees produced by Nurserymen throughout the country, are all making rapid progress toward an enlightened and beneficent public reforestation policy. This hopeful improvement is also shown in the reforesting of public lands for water supply, etc. The new Wanauque reservoir lands in New Jersey are now being planted with nearly 400,000 young evergreens, and similar reforesting plantings are going on all over the country.

## Landscaping Farm Property

The idea of farm beautification is no longer in the discussion stage in Ohio, says the Ohio Extension Service News. You'll find the beginnings of it, at least, on scores of farmsteads, expressed specifically in trees and shrubs newly planted, or in plans awaiting only the spring for fulfillment. And before very many years, if Victor H. Ries's health and energy hold out, every county in the state will have ten or a dozen properly landscaped farmsteads, demonstrating to the rest of the community what can be done to beautify farm homes, and how to do it inexpensively and easily.

## EMPHASIS IS ON FARM HOMES

This past year was Ohio's first in employing a full-time extension specialist in farm beautification, or landscape gardening. For this first year Mr. Ries reports planning and "staking" 162 farm homes, seven consolidated schools, three churches, and two public buildings in 25 counties. The emphasis will continue to be on farm homes, as demonstrations, however, rather than as the recipient of individual service of the specialist.

Mr. Ries is scheduled to stake out demonstrations in 11 other counties this year, besides returning to nine counties visited in 1927. Extension agents have scheduled him as far ahead as the spring of 1929.

As in other extension activities, so in home beautification county extension agents are the connecting link between university and farmer. Agents line up farm families willing to make of their farmstead demonstrations in landscaping. Demonstrators agree to spend at least \$25 for materials, and to follow as best they can the recommendations of the specialist.

## COLLINGS TELLS HOW IT WORKS

It works out about like this, according to Banks Collings, agent in Summit County: "Demonstrations in landscape gardening have developed a greater interest than was anticipated. To begin with, many families other than those having the demonstrations were apparently helped by seeing (and hearing) the specialist stake out the farmsteads. Folks interested in improving their own home grounds attended the 10 demonstrations in the county, to see how it was done, and why.

"A planting plan or key was furnished each person present, so he could follow the specialist about the grounds as he staked, and could by referring to the key get the name and peculiarities of the plant. Frequently bystanders asked why a particular plant should be used in a certain location.

"Many left the meetings realizing," Mr. Collings concludes, "that it is possible to turn a house into a home with a small outlay of cash. They also learned that Spirea Vanhoutte and Japanese barberry are not the only two shrubs which can be used.

Demonstrators are encouraged to patronize local Nurseries, where possible. Members of the Ohio State Nurserymen's Association give 25 percent discount to demonstrators.

Half-day schools at these demonstrations, once they have had opportunity to grow and show results, and then county tours, are in prospect. To help the demonstrators with their planting and growing problems, Mr. Ries plans to send them quarterly letters. Chief emphasis in farmstead landscaping, Mr. Ries believes, should be on simplicity, on picking the shrub or tree for the job, and on feeding the plants so they will grow.

**Bulb Growing in Texas**—President A. Miller, American Bulb Co., who has been visiting Texas points looks upon the lower Rio Grande Valley as a coming factor in horticulture. At Donna a grower is producing 7,000,000 freesias for the company which is interested also in a bulb-growing enterprise at Scottsville where the Verhalen Nursery Co. three years ago planted 100 acres to Dutch bulbs, mainly narcissus, and is increasing plantings annually. O. J. Olson, of Holm & Olson, St. Paul, Minn., recently visited Texas bulb-growing sections.



## LITERATURE

**Conifer Comments:** A Booklet of Information About Evergreens—Published by D. Hill Nursery Co., Evergreen Specialists, Dundee, Ill.

Here is a modest-appearing booklet on a subject of deep current interest in Nursery trade circles that should be in the library or on the work bench of every grower of ornamentals. Its importance is not indicated by its size, 9 x 4; but within 70 pages, illustrated, is contained a remarkably effective summary of the best modern usage in the production, handling and distribution of evergreens. No single phase of the Nursery business is of more importance than this and it is fitting that a booklet of this kind should come from a concern acknowledged to be the leader in its field.

A much more pretentious name might have been given to this compilation of practical information. The purpose is to present a handbook to serve as a working guide to great extent and the result is strikingly successful. The subject matter is presented under the general headings: Planting Instructions, Cultural Directions, Shipping Information, Propagation, Selection of Varieties, One Hundred Varieties, Trees for Special Locations, Evergreens for Hedges, Diseases and Insects. Planting instructions are with respect to small evergreens, twice-transplanted evergreens, balled and burlapped evergreens and large evergreens. There are tables on number of trees per acre and per bed, suggestions as to transplanting season, as to labeling, fertilizers, etc., transplanting in baskets for summer removal, cover crops in Nursery practice, the use of lime, how to make an acid soil, watering, pruning, cultivation, repairing a lost or damaged leader, winter protection, staking and tying in Nursery, the weight of evergreen seed, express and freight rates on dormant evergreens, estimated weights and packing charges, carload shipments; state shipping regulations; propagating from seed, cuttings, grafting; hardiness of evergreens, rapidity of growth, classification of varieties as tall growing, of medium height, narrow pyramidal, globular, half erect or creeping; evergreens for the atmosphere, varieties that will endure "wet feet," for dry situations, for shallow soil, for severe cold, for shade, for sunny banks, kinds attractive to birds, for rock, gardens, the color of evergreens, botanical names, juvenile forms, helpful books about evergreens, old books on evergreens, Hill's Plate Book, the raising of Christmas trees. And the whole is indexed. The booklet may be obtained by anyone in the trade by sending 10 cents to D. Hill Nursery Co.

### The Eternal Scramble

There are only so many cents in the average American family pocketbook dollar, and it takes 70 of those cents to provide the necessities of life—food, shelter, clothes. And what a scramble there is in every city and town in the country between competing industries for the other 30 cents! Every Ford that drops off the assembly line takes just that much money away from competing industries. If a fireless cooker or a vacuum sweeper is sold to a home, some other industry loses volume from that home. It is a scramble for business that will intensify.—Fred Millis, Advertising Expert.

George C. Roeding, president of the California Nursery Co., says: "I would like very much to see yellow roses made the outstanding color in the California rose gardens, thus coupling up the name of the Golden State with the golden flower. In my opinion, there is nothing which will compare with the rose for this purpose."

J. B. Pilkington, Portland, Ore., is rapidly developing his Nursery 16 miles south of San Francisco, Cal., on the main highway.

Garden Service, Inc., is a new corporation, \$40,000, which will operate a Nursery in Trenton, N. J.

# Go Via Shenandoah!

## The Nursery Capital of the Mid-West

ON your way to the National Convention in Denver arrange to stop over in Shenandoah, Iowa, on Saturday, June 16th.

Not only will this give you a pleasant "break" in your trip, but you will enjoy an interesting and profitable day as guests of the Nursery and Seed firms of Shenandoah, Iowa.

### A Special Train From Chicago

The Burlington Route will provide a special Pullman train with diner. This train will leave Chicago Friday, June 15th at about 6:15 P. M., arriving in Shenandoah 8:30 Saturday morning. Two special Pullman cars will start from St. Louis. Kansas City nurserymen will have a special car from that point.

### Plenty of Entertainment

The program for the day allows ample time for a visit to the Mount Arbor Nurseries and the Radio Broadcasting Stations KMA and KFNF, as well as the other local Nursery and Seed establishments. Arrangements will be made for speeches by visitors over both KMA and KFNF.

Lunch will be served at noon and a good orchestra will provide music for dancing.

**Your Convention Trip will not be Complete  
without a Day in Shenandoah—Plan Now.**

## MOUNT ARBOR NURSERIES

E. S. Welch, Pres.

Shenandoah, Ia.

**Florida Nurseries**—Survey shows that there are nearly 7,000 acres of citrus stock and nearly 3,300 acres of non-citrus stock. There are over 30,000,000 citrus plants and over 32,000,000 non-citrus plants in Nurseries. More than 2,000 acres are devoted to the growth of ornamental plants. Also there is now over 40,000,000 narcissus bulbs under cultivation in Florida.

Woodstock Nursery Co., Portland, Ore., has moved to Salem, Ore.—Menomonie-Eau Claire Nurseries, Menomonie, Wis., have been incorporated, \$70,000, by George M. Moseman and others.—Walter D. Firth, formerly with Puget Sound Nursery Co., has started a Nursery at Tacoma, Wash.—H. B. Smead and others have incorporated Smead Turf Nurseries, Chicago, Ill.

"Less beef and more beauty," cheerily comments Jim Parker, Tecumseh, Okla., fruit tree specialist, as he observes the rapidity with which orders for ornamental stock come in.

While for the majority of Nurserymen the springtime is the rush season, McManmon, the Dracut, Mass., Nurseryman, has been busy all winter planting and transplanting trees 25 to 30 years old, with roots imbedded in frozen balls of earth.

A. McGill & Son have moved their plant from Toppenish, Wash., to Portland, Ore., the address being 1130 East Burnside Street.

Herbst Brothers, American representatives of T. Sakata & Co., Japan, have moved their offices to the building at 42 South St., New York City, which they purchased in order to accommodate expanding business.

Cherokee Lodge, fine suburban property, near Valdosta, Ga., owned by Mrs. Ethel B. Worthington, of Valdosta, Miami, Fla., and Cleveland, O., is to be transformed into a Nursery which will be managed by her brother, John Burdette of Mississippi.

# AMERICAN NURSERYMAN

## American Nursery Trade Bulletin



### CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely Independent.

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Chief International Publication of the Kind

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ADVERTISING RATE, Per Inch.....\$2.50  
Advertisements should reach this office by the 8th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., MAY 1, 1928

#### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalism."—John Watson.

#### IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today and that faith is justified."

The "American Nurseryman" is highly endorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

## The Mirror of the Trade

### THE BIG EVENT OF 1928

The fifty-third convention of the American Association of Nurserymen in Denver next month will be of much more than usual interest, in that the members are to come into their own at last by being introduced to facts and figures regarding the Nursery industry of the country, at which they have only guessed all these years.

It is of interest to learn this year that the gross business of the industry is nearer \$100,000,000 per year instead of half that amount as the most optimistic had estimated. It will be of still greater interest to hear the presentation, during an entire day's session at the Denver convention, of the details of the nation-wide survey of the Nursery industry which has been in the making more than two years. An inkling of what this report will show was given in the American Nurseryman during the winter—just enough to indicate the tremendous importance of the subject, the direct bearing upon the welfare of every Nurseryman. Something of the great and rapidly increasing sales resistance which business in all lines is facing was touched upon; also the methods by which such resistance is being successfully met. Then, too, the importance of united action in the immediate future if the Nurseryman is to get his share of the consumer's dollar was shown; and this will be emphasized at the Denver convention.

Not since the American Association of Nurserymen was formed, more than half a century ago, will it be shown so clearly what the organization can do directly to increase largely the return to every member of the association—individual business expansion.

That, alone, ought to attract the largest attendance in the history of the organization. While the Nursery Survey and its discussion will be the big feature, President Hillenmeyer and the other officers and committees are preparing a program of exceptional merit—replete with important business matters and addresses by experts on timely subjects and of a character to prepare the members for the particular work which will place the Nursery industry on the plane its importance deserves and give it the nation-wide standing which its special characteristics should command.

A preliminary draft of the Denver program is presented in this issue. It will be subject to some changes. With the convention six weeks away there will probably be some readjustments. But the promise is fine as it already stands. Those who heard H. N. Tolles' inspiring address in Chicago in January will count the appearance of his name on the Denver convention program as a big inducement to be on hand. Those who have not yet heard him may take our word for it that his hearers on this occasion learn something which they can use in some form directly to their advantage from practically every sentence he utters. The aggregate from his addresses will indeed be much to be counted upon as a direct convention attendance asset. His talks, too, will link up closely with the big convention topic.

If ever there was a time in A. A. N. history when convention attendance ought to equal association membership and when every member should be in the assembly hall from the opening to the close of every

session, that time is the two and one-half days of June 20, 21, 22 next.

Note this: The 1928 convention really covers five days:

Sunday, June 17—Arrival: social and sight-seeing features.

Monday, June 18—Committee meetings: registration; auxiliary association meetings.

Tuesday, June 19—Automobile tour of Denver mountain parks; committee meetings.

Wednesday, June 20—Formal sessions of A. A. N., morning and afternoon.

Thursday, June 21—Formal sessions of A. A. N., morning and afternoon.

Friday, June 22—Committee reports and business.

Session requirements cover only a portion of this time.

The Nursery Survey and its discussion are of nation-wide interest. It is fortunate that the convention at which they are to be the feature is held at a point where East and West, North and South, to the borders of the country, can come together. The time at the disposal of the members of the association when thus assembled should be conserved to the utmost to the end that the most shall be gotten out of the opportunity.

It is well to think of this beforehand and to plan accordingly. To plan close attendance at the formal sessions, members should plan to conserve the time available outside of the sessions.

**How the Nurseryman Gains**—A development of unusual importance in its effect upon the railroads, as well as the farmer, is the increase in the use of the combined harvester-thresher machine. As contrasted with the old method of first reaping the grain and then threshing, this machine reaps and threshes in one process, thereby shortening substantially the harvest season. In other words, there is a tremendous volume of grain offered the railroads for transport within a relatively short space of time, a condition which puts a new value upon shipper cooperation. Nurserymen are affected by the advantage gained in making available earlier the farmer's dollar for Nursery stock payment.

**Nurseryman's Radio Talk Heard in England**—W. J. Maloney, Maloney Bros. Nursery, Dansville, N. Y., talked on gardening over Radio Station WGY, Schenectady, N. Y., March 22. He has received many letters relating thereto, including one from a resident of Worthing in the south of England stating that every word was received clearly and asking for a catalogue.

**Rose Expert's Suggestion**—Captain George C. Thomas is of the opinion that if greater consideration were given to varieties of roses well adapted to certain sections of the country better results would follow. He finds that Multiflora stock so successful in the East is not so good as Ragged Robin on the Pacific Coast, and vice versa. "I think," he says, it is unfortunate to have any firm distribute roses throughout the United States on any particular stock as best for everybody."

**Los Angeles Forest of Fame**—This botanic garden, now well under way, is an object of interest to visitors from all over the country. It is the first of the kind west of St. Louis to be 800 acres in extent. Noted visitors are invited to add a tree. Trees have been planted by Otto Kahn, Mary Pickford and Governor Young of California.

Atlanta, Ga., April 20—This, our first year handling ornamental Nursery stock, has gone beyond our expectations.

H. G. HASTINGS CO.



## SPECIAL SEASONAL NURSERY TRADE REPORTS

### Landscaping in Middle West

Ottawa, Kan., April 20—Business was better this year than last. There were many more orders than usual, but they averaged much smaller so that a great deal more work was involved to attain the same volume of business.

Early in the season it looked like there were going to be large surpluses of many things, but these dwindled rapidly and many unexpected shortages showed up.

This part of the country is beginning to show a lively interest in landscape gardening, most of it developing within the last five years. When you consider that most of the Middle West is only one generation removed from the days of the pioneer, this is not so surprising. Our business has been gradually shifting from fruit trees to ornamental stock, and this is to be expected. The first concern of the pioneer is shelter and food, and after he has arranged for these things he begins to think of beautifying his surroundings.

It is still too early to tell much about the trade for next season, but we are optimistic and are determined to have a better year than this.

A. WILLIS & CO.  
J. J. Pinney

### Shade Trees Scarce

Madison, Wis., April 19—We are having a very backward spring in Wisconsin. We have a large volume of business this spring and most classes of stock will clean up pretty well. Fruit trees are not in any active demand and there will be more or less of a surplus at the end of the season.

Shade trees of all varieties suitable for boulevard planting appear to be extremely scarce. Ornamental shrubs are in good demand and I do not anticipate there will be much of this material left for the bonfire.

The demand for good evergreens continues and in a number of varieties there is not a sufficient quantity of the larger sizes to take care of the demand.

McKAY NURSERY COMPANY  
W. G. McKay, Pres.

### Business Exceedingly Good

Westminster, Md., April 20—Our sales are made mostly through our mail order catalogue. We have added to our sales department ten or fifteen retail salesmen whose work has increased our spring 1928 sales.

We supply quite a lot of stock at wholesale to Nurserymen, dealers, landscape gardeners, etc., and while our sales are considerably less for this spring's delivery through the mail order trade than in spring 1927, our sales in a retail way through our additional salesmen have increased greatly, which helps to offset that which we lost through the mail order trade. Our wholesale and jobbers trade has been in every way equal to that of spring 1927; and, take it as a whole, our business has been exceedingly good and much better than we had expected earlier in the season. There is not the normal demand for fruit trees, but there has been a good demand for evergreens, shrubbery, ornamentals, etc. However, we have had a very late, cold spring. With the exception of several very warm days early in April, the weather has continued

cold but favorable for handling Nursery stock.

We have done very little lining out and transplanting of stock, but will have a large force at this work beginning April 23. In our greenhouses, in the propagating department, we have had excellent results in rooting evergreens and hard-wood cuttings.

THE WESTMINSTER NURSERY

### Ornamental Planting Increased

Siloam Springs, Ark., April 20—The planting season with us is now practically over. Our business the past season has been very satisfactory. We have sold out on evergreens and the better class of shrubs and shade trees. Sale of fruit trees has been better this spring than at any time for the last three or four years.

It is our understanding that most of the Nurserymen in this locality have cleaned up most of their stock. We have had excellent planting conditions this spring, have planted our usual number of fruit trees, and are lining out almost twice the amount of ornamental stock and evergreens that we usually plant.

SWENSON NURSERY CO., Inc.  
By Ivan N. LaFollette, Gen-Mgr.

### Weather Has Retarded

North Abington, Mass., April 19—We are very glad to say that there is nothing particularly new to report. The spring season is on and it seems to be a very busy one. The weather has been cool, which has been to our advantage, although many people seem to be delaying their planting until May.

The demand that we have had has been a general one, so that we are unable to say that shrubs have been more in demand than evergreens or vice versa. Some have reported to us that their business was rather quiet this spring. We think this is due more to weather conditions than anything else, and that as soon as we have had a week of warmer weather everyone will be as busy as can be.

W. H. WYMAN & SON  
Donald Wyman

### To Be Strong on Evergreens

Charles City, Ia., April 20—Sales with us this season, in a retail way, have been about up to the average and I think our wholesale trade will run quite a little beyond our average sale.

We are carrying a good supply of Nursery stock in a general way and expect to be especially well supplied on evergreens for the coming season's trade.

SHERMAN NURSERY CO.  
E. M. Sherman, Pres.

### Above the Average

Geneva, N. Y., April 19—Our business this season is rather above the average in the demand for ornamentals, but running a little slow on fruits. The cold spell is giving us a chance to lengthen our shipping season and we hope for good general results from present indications.

W. & T. SMITH CO.

### Trade is Persistent

West Grove, Pa., April 18—Trade is persistent and promises a clean-up.

THE CONARD-PYLE CO.

### Strawberry Plants Scarce

Fort Atkinson, Wis., April 20—The sales of this year are not quite up to last year's totals. Since the first of the year business has been much more slack than usual. Strawberry plants in the West are a very scarce article on account of the extremely dry weather of last season. There does not seem to be a shortage of anything else in particular.

I do not know of any reason why next year's business shouldn't be fairly good. I don't expect it will be a boom year.

THE COE, CONVERSE & EDWARDS CO.  
F. C. Edwards, President

### Many Ornamental Shortages

Kennett Square, Pa., April 24—We are having a busy spring and expect to be busy for some time to come. There is a good demand for a great many items; and many shortages. We do not feel we have a surplus of anything except a few fruit trees.

We are sold out of all shade trees in sizes from 2-3 inch and are out of a number of varieties of evergreens.

Considering the general business depression, we would say we think the season will be a good one.

Regarding next season's trade we are unable to make any statement. The only thing we can do is to try and have on hand the items for which we think a call will be made. If our guess happens to prove correct, we will be quite sure of our share of trade.

THE RAKESTRAW-PYLE CO.

### Better Than Last Year

York, Neb., April 19—Our sales this spring have been below normal, due to the extremely dry weather through this section of the country. We have had very little moisture since last fall. Ornamentals cleaned up in good shape, with a little surplus in fruit stocks.

Business for the year is quite satisfactory, showing a little increase over a year ago. If we get the moisture, we look for a good business the coming season.

HARRISON NURSERY CO.  
E. H. Smith, Vice-Pres.

**Plants That Outlast Stone**—For cemetery planting buxus has special qualifications, as is pointed out by Ernest Hemming, Easton, Md. He says: "Buxus suffruticosa used as an edging to outline the burial lot is almost as lasting as a stone coping. Planted as single plants, it actually outlasts the gravestone, as proven in many instances in the old graveyards in Pennsylvania, Maryland and Virginia. The stones are broken, crumbled, while the boxwood is still flourishing after a century of neglect. Even without care for decades, plants may be seen healthy and beautiful and not overgrown.

"Then there are the topiary forms of what is known as Buxus sempervirens, in standards, pyramids and globes, that lend themselves to the somewhat necessary formal treatment of the burial lot, with its marble or stone copings and monuments. Buxus arborescens where a small tree is wanted stands out as ideal for the purpose. The recently introduced Buxus korienensis, hardy as far north as Massachusetts, adds another to the list and promises to be a real gem for cemetery planting.

**Incorporations**—State Flower Nursery, Bothell, Wash., \$25,000, by R. A. Pearce and others.—Herman Manitsch & Son, Orangetown, N. Y., \$15,000.—S. Y. Hartt & Son, Avon Park, Fla., Nurserymen, \$10,000.—Garden Service, Trenton, N. J., \$40,000, for general Nursery business, H. B. Holcombe and others.

## SO NURSERYMEN MAY RESUME CHESTNUT CULTURE

Dr. Robert T. Morris, New York City, is in receipt of this communication:

In accordance with your recent inquiry and the request of the late J. F. Jones, Lancaster, Pa., we have repealed Quarantine No. 9 prohibiting the movement of chestnut Nursery stock to points outside of Pennsylvania. We hope this will induce the Nurserymen to take up the cultivation of resistant varieties so that our citizens may again renew their interest in this valuable nut crop.

F. M. TRIMBLE,  
Harrisburg, Pa. Chief Nursery Inspector

C. G. Jordan, secretary of agriculture, Harrisburg, makes this explanatory statement:

The chestnut blight quarantine, No. 9, issued by the Pennsylvania Department of Agriculture in 1920, was intended to prevent spread of this disease not so much within the state, which was then fast becoming hopelessly infested, but to other states where the disease has not yet made its appearance. Since this disease is of a type

that attacks the bark of the tree it could be spread most easily through Nursery stock, and the quarantine was therefore directed against movement of all chestnut Nursery stock to other states.

Since that time the disease has continued to spread until it is now reported to be present throughout almost the entire eastern range of the chestnut. At the present time, therefore, the quarantine may be regarded as having little value for its intended purpose, since the movement of chestnut stock could not now appreciably increase the amount of disease in other districts; nor, on the other hand, would further retention of the quarantine measurably affect the onward progress of this blight in states where it is already present.

The time has probably arrived when we must look upon the native chestnut as either extinct from the forestry standpoint, or so rapidly on the way to extinction that we must turn away from it and clear the way for free movement of such resistant or immune chestnut species as the public may demand and the Nursery industry may be able to supply.

In view of the above situation and in concurrence with a recent recommendation of the Eastern Plant Board on this matter,

the Department of Agriculture has decided to remove the chestnut blight quarantine.

### NOTICE OF QUARANTINE REMOVAL

Notice is hereby given that on and after the first day of February, 1928, Quarantine Number 9, issued April 7, 1920, and prohibiting the movement of chestnut Nursery stock (*Castanea* spp.) to points outside the state, will be discontinued.

J. G. Seupelt is president, E. C. Balzer, secy-treas. of the Spokane, Wash., Nurserymen's Association.

Twin City Nurserymen's Association, Minneapolis and St. Paul, Minn., is officered by C. N. Ruedlinger, president; J. V. Bailey, vice-president; H. G. Loftus, Rose Hill Nursery, secretary-treasurer. It includes representatives of 15 Nurseries in the twin cities and meets monthly.

George E. Maxon, for some time a florist in Fort Worth, Tex., has established the Maxon Nursery Co., Vernon, Tex. He has a large acreage available, has planted 15 acres in general stock and plans to specialize in evergreens and Chinese elms.

## WE START EARLY

To Prepare Our Blocks for Fall---

and will have them up in "tip-top" shape in June. You will have a chance to see part of them when you stop to see us on your way to the Convention in Denver.

Shenandoah Lake's Nurseries, Shenandoah, Iowa

58 Years as Wholesalers

## SURPLUS--at very low prices

### KELSEY-HIGHLANDS NURSERY

To move quickly before our own planting, I offer the Trade the finest lot of stock for lining out. Our stock is given plenty of room, is not crowded, and is of superior grade.

	Per 1000		Per 1000
5,000 <i>Acer ginnala</i> , S., 1 yr., 1-3 in.	\$ 15.00	15,000 <i>Pinus montana</i> mughus, extra grade, T., 6-3 in.	300.00
5,000 <i>Amorpha fruticosa</i> , 3-6 in.	10.00	3,000 <i>Pinus montana</i> mughus, extra grade, TT., B&B, 9-12 in.	600.00
500 <i>Ampelopsis quinquefolia</i> , 3 yr.	120.00	5,000 <i>Pinus nigra</i> , extra grade, T., 9-12 in.	200.00
1,000 <i>Ampelopsis quinquefolia engelmanni</i> , 2 yr.	100.00	8,000 <i>Pinus nigra</i> , extra grade, T., B&B, 12-18 in.	300.00
2,000 <i>Arctostaphylos uvaursi</i> , 1-3 in., 2½ in. pot.	175.00	3,000 <i>Pinus nigra</i> , extra grade, TT, B&B, 12-18 in.	350.00
500 <i>Azalea viscosa</i> , clumps, B&B, 12-18 in.	450.00	50,000 <i>Pinus nigra</i> , S., 2 yr., 2-4 in.	15.00
500 <i>Azalea viscosa</i> , clumps, B&B, 18-24 in.	600.00	45,000 <i>Pinus nigra</i> , S., 3 yr., 6-12 in.	40.00
10,000 <i>Berberis Thunbergi</i> , TT, 6-12 in.	25.00	30,000 <i>Picea pungens</i> , S., 2 yr., 1-3 in.	20.00
25,000 <i>Betula alba</i> S., 3-6 in.	15.00	2,000 <i>Pinus densiflora</i> , 2 yr., S., 3-6 in.	25.00
10,000 <i>Betula papyrifera</i> S., 3-6 in.	20.00	5,000 <i>Pinus densiflora</i> , 3 yr., S., 6-12 in.	40.00
3,000 <i>Crataegus oxyacantha</i> S., 3-4 in.	20.00	1,000 <i>Pinus resinosa</i> , extra grade, TT, 18-24 in.	500.00
3,000 <i>Hamamelis virginiana</i> S., 1-3 in.	20.00	2,000 <i>Pinus sylvestris</i> , S., 3 yr., 6-12 in.	30.00
150 <i>Juniperus communis depressa</i> , 2-3 ft., @	\$2.00 each	9,000 <i>Pinus sylvestris</i> , S., 3 yr., 12-18 in.	40.00
100 <i>Juniperus communis depressa</i> , 3-3½ ft., @	\$3.00 each	4,000 <i>Pinus sylvestris</i> , extra grade, T., 12-18 in.	100.00
15,000 <i>Picea canadensis</i> , 2 yr., S., 1-3 in.	12.00	1,000 <i>Pinus sylvestris</i> , extra grade, TT, 12-18 in.	130.00
10,000 <i>Picea engelmanni</i> , 2 yr., S., 1-3 in.	12.00	1,000 <i>Pinus sylvestris</i> , extra grade, B&B, TT, 18-24 in.	250.00
10,000 <i>Picea excelsa</i> , 2 yr., S., 3-6 in.	20.00	2,500 <i>Pinus thunbergi</i> , 3 yr., S., 6-9 in.	45.00
5,000 <i>Picea excelsa</i> T., 6-12 in.	100.00	2,500 <i>Prunus tomentosa</i> , 1 yr., S., 6-12 in.	60.00
25,000 <i>Picea excelsa</i> , 1 yr. S., 2-4 in.	12.00	500 <i>Viburnum dentatum</i> , clumps TT, 12-18 in.	180.00
40,000 <i>Pinus montana</i> mughus, extra grade, 1 yr., S., 1-3 in.	20.00	700 <i>Viburnum dentatum</i> , clumps TT, 18-24 in.	250.00
20,000 <i>Pinus montana</i> mughus, extra grade, 2 yr., S., 2-4 in.	35.00	2,500 <i>Viburnum opulus</i> , S., 3-6 in.	25.00
30,000 <i>Pinus montana</i> mughus, extra grade, T., 3-6 in.	100.00		

Prices are net, packing at cost. Wire orders at our expense, or air mail.

HARLAN P. KELSEY, Salem, Massachusetts



## DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

**American Association of Nurserymen**—Charles Sizemore, secy., Louisiana, Mo.; June 20-22, 1928, Denver, Colo.

**Alabama Nurserymen's Association**—Dr. F. T. Nye, Secy., Irvington.

**Arkansas Nurserymen's Ass'n.**—J. E. Britt, Secy., Bentonville.

**California Assn. of Nurserymen**—Mrs. H. W. King, Sec'y., 487 Chamber Commerce Bldg., Los Angeles, Cal.

**Connecticut Nurserymen's Association**—A. E. St. John, Sec'y., Manchester.

**Eastern Canada Nurserymen's Association**—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

**Eastern Nurserymen's Association**—Fred Worsinger, Sec'y., Tacony, Pa.

**Fruit and Flower Club of Western New York**—J. C. Hoste, Newark, N. Y.

**Illinois Nurserymen's Association**—N. E. Averill, secy., Dundee, Ill., Jan. 16-18, 1929, Hotel Sherman, Chicago.

**Iowa Nurserymen's Association**—Harold J. Parnham, secy., Capitol City Nurs., Des Moines. Nov. 1928, Cedar Rapids.

**Kansas Nurserymen's Association**—James N. Farley, Sec'y., Topeka.

**Kentucky Nurserymen's Association**—Alvin Kidwell, Sec'y., St. Matthews.

**Massachusetts Nurserymen's Association**—Whitthrop H. Thurlow, secy., West Newbury.

**Michigan Association of Nurserymen**—C. A. Krill, secy., Kalamazoo.

**Minnesota Nurserymen's Association**—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

**Missouri Nurserymen's Association**—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

**Nebraska Nurserymen's Association**—Ernst Herminghaus, Secy., Lincoln.

**New England Nurserymen's Association**—W. N. Craig, Sec'y., Weymouth, Mass.

**New Jersey Association of Nurserymen**—John Marselle, secy., Wyckoff, N. J.

**New York Nurserymen's Association**—Charles J. Maloy, secy., Rochester, N. Y.

**Northern Retail Nurserymen's Association**—C. H. Andrews, secy., Faribault, Minn.

**Ohio Nurserymen's Association**—Royce Pickett, secy., Clyde.

**Oklahoma Nurserymen's Association**—W. E. Rey, sec'y., Oklahoma City.

**Pacific Coast Association of Nurserymen**—C. A. Tonneson, secy., Burton, Wash. July 11-13, 1928, Olympic Hotel, Seattle, Wash.

**Pennsylvania Association of Nurserymen**—Floyd S. Platt, secy., Morrisville, Pa.

**Rocky Mountain Nurserymen's Assn.**—Chas. C. Wilmore, Secy., Box 382, Denver, Colo.

**Rhode Island Nurserymen's Association**—Daniel A. Clarke, Secy., Fiskeville.

**Rio Grande Valley Nurserymen's Assn.**—H. L. Bonnycastle, secy., Mercedes, Tex.

**South Dakota State Nurserymen's Association**—J. B. Taylor, sec'y., Ipswich.

**Southeastern Nurserymen's Ass'n.**—Otto Buseck, Sec'y., Asheville, N. C.

**Southern Alabama Nurserymen's Ass'n.**—W. H. Pollock, secy., Irvington.

**Southern Nurserymen's Association**—W. C. Daniels, Sec'y., Pomona, N. C., Sept. 12-13, 1928, Memphis, Tenn.

**South Texas Nurserymen's Ass'n.**—W. R. McDaniel, Sec'y., Alvin, Tex.

**Southwestern Nurserymen's Association**—Thomas B. Foster, Sec'y., Denton, Tex., Sept. 12-13, 1928, Memphis, Tenn.

**Tennessee Nurserymen's Association**—Prof. G. M. Bentley, secy., Knoxville, Tenn.

**Twin City Nurserymen's Association**—H. G. Loftis, Sec'y., St. Paul, Minn.

**Western Association of Nurserymen**—George W. Holsinger, secy., Rosedale, Kan.

**Western Canada Nurserymen's Association**—T. A. Torgeson, Sec'y., Estevan, Sask.

**Wisconsin Nurserymen's Association**—W. G. McKay, Sec'y., Madison.

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Offers in quantities California Privet 1 and 2 yr.; Rhubarb, 1 and 2 yr.; Asparagus, Washington varieties, 1 and 2 yr.; and a fine assortment of Shrubbery, Vines and light grade Evergreens, etc.

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18-24 inch	\$1.00 each
24-30 inch	1.75 each
30-36 inch	2.25 each
3-4 feet	3.00 each
4-5 feet	5.00 each

#### NORWAY SPRUCE

18-24 inch	\$ .65 each
2-3 feet	1.10 each

Stock here listed is offered in not less than 100 lots. Trees exceptionally nice; transplanted three times.

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BARBERRY  
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FRUIT TREES FROM BEAVER COUNTY that are right in every detail required to make first class. Late Fall gave our stock lots of time to ripen. It is coming from our bins in perfect condition. J. H. Hale, Rochester, Elberta, New Prolific, Belle of Georgia, Champion, Carman, Crawford Late and Early, Iron Mountain and Lemon Free, 9, 7 and 5/16, also Whips. Good quantity of first three varieties. Pears in 3 year 11/16 that are fine. Bartlett, Clapps, Flemish, Anjou and Kieffer, also Sweet and Sour Cherry 2 year 11/16, Dyehouse, Early Richmond, Gov. Wood and Napoleon. Make an offer. Will trade for Strawberry plants.

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Grape Vines, Currant, Gooseberry, Red  
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AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

## THIS PAGE PRESENTS

**American Nurseryman Directory of American Plant Propagators**

**Listing Nursery Concerns Which Specialize in Production of Young Stock  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold its Tenth Annual Meeting  
in Denver, Colo., June, 1928. E. M. Jenkins, Winona, Ohio, Secretary.

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY  
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### HILL'S EVERGREENS FOR LINING OUT

Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Biotas. Your patronage is appreciated.

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Evergreen Specialists  
Largest Growers in America  
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NORWAY SPRUCE  
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BALSAM  
CANOE BIRCH  
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and other Evergreens, Shade Trees, Shrubs, Ferns, and Perennials.

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Norway, Sycamore and Silver Maples; Pin, Red, Mossy Cup, Catesbaei and Willow Oaks.

Butterfly Bush, Dogwoods, Deutzias, Forsythia, Spireas, etc.

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2-year Strong Vines

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Also Apple Trees, Shade Trees, Hedgeplants, Shrubs, Vines, Peony.

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Charles City, Iowa

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Growers of

### EVERGREENS

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STANDARD SORTS

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Largest and most complete stock  
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**Bobbink & Atkins**

Rutherford, New Jersey



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Shrubs Cannas  
Lining-out Evergreens

Send for Trade-List

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ROBERT PYLE, Pres. West Grove, Pa.

"More than 28 years' experience"

American Fruit Tree Seedlings that  
never miss. Only seedlings with sus-  
tained quality. Many large Nurserymen  
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We offer for next winter's delivery:

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of the Nursery Trade**

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Arbor Vitae  
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Azaleas  
Birches  
Viburnums  
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Exeter, N. H.

"Hardy New England Grown"



# American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported

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FOR  
LINING  
OUT

Northern grown—well rooted—good stock.  
Unusual values

Quality	Height	100	1000
3 times transplanted	18 to 24 ins.	\$40.00	\$350.00
3 times transplanted	12 to 18 ins.	30.00	250.00
Twice transplanted	18 to 24 ins.	25.00	200.00
Twice transplanted	12 to 18 ins.	15.00	125.00
Twice transplanted	8 to 12 ins.	10.00	90.00
Once transplanted	12 to 18 ins.	9.00	75.00
Once transplanted	8 to 12 ins.	7.50	60.00
Seedlings	3 to 6 ins.	2.00	10.00

Prices f. o. b. Framingham, Mass.  
Packing charged at cost.

ADDRESS BOX N-1



## IN MEMORIAM

Thomas B. Meehan

Editor American Nurseryman:

Thomas B. Meehan has passed to the great Beyond. The press may chronicle as news the passing of great men in public life, but too often men in humble life, whose character and kindly influence have endeared them to their fellow men, pass along with their praises unsung.

The Nursery trade in particular is entitled to more than a mere obituary notice of one whom they may well feel proud to have had as a co-worker in their profession, and I wish to contribute, in a humble way, my tribute to the man whom it is my pleasant privilege to remember as my first employer.

More than 25 years ago, as a youth from school, Mr. Meehan wrote me—and I still have the letter—to call in reference to employment in his office of the firm of Thomas Meehan & Sons. I found it a happy business family. His father, the late Thomas Meehan, who died in 1901, was a Nurseryman of rare attainment, being a botanist and scientist with an international reputation. Two uncles, Joseph and Edward Meehan, also now deceased, were Nurserymen of extensive plant knowledge. S. Mendelson and J. Franklin, two surviving brothers, directed the retail and landscape departments, respectively. Thomas B. Meehan handled the wholesale business and it was in this department that I began my studies in Nursery stock.

It requires patience to break in a greenhorn and Thomas B. Meehan had that patience. Instead of a "bawling out" for such mistakes as I may have made, he encouraged my advancement with kindness, with helpful, sympathetic interest. The office was a school for learning and no aspiring youngster who sought a knowledge of plants ever lacked encouragement. I well remember as a novice, receiving from Thomas B. Meehan my first instructions in differentiating the Norway and Sugar maples. Although not associated with Mr. Meehan in recent years, I have always cherished his friendship.

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Multiflora Jap. seedlings  
Berberis Thunbergii seedlings  
Ampelopsis veitchii seedlings and transplants  
Hydrangea p. g. 2 yrs. trans., very bushy  
Wisteria sin., 1 and 2 yrs. for grafting.  
Syringa vulgaris seedlings.

ALL OUR OWN GROWING

We can save you real money whether you need large or small quantities.

**BEDFORD HILLS NURSERIES**  
BEDFORD HILLS, N. Y.

Have you ever looked back to your boyhood days and recalled some "big brother" who showed you a kindness; who helped you to solve your problems in life's work? Such was Thomas B. Meehan! No wonder, Rev. Stanley V. Wilcox, another former employee, who officiated at his funeral service, likened his character to that expressed in the lines of James Whitcomb Riley's "A Good Man Never Dies:"

"A good man never dies—  
In worthy deed and prayer  
And helpful hands, and honest life  
If smiles or tears be there:  
Who lives for you and me—  
Lives for the world he tries  
To help—he lives eternally,  
A good man never dies.

Who lives to bravely take  
His share of toil and stress,  
And, for his weaker fellow's sake  
Makes every burden less,  
He may, at last, seem worn  
He fallen—hands and eyes  
Folded—yet, though we mourn and mourn,  
A good man never dies.

Editor American Nurseryman:

A great sorrow comes over me as I hear of the loss of an old friend and a well-known Nurseryman, Thomas B. Meehan. It has been my privilege and pleasure to have known him intimately for many years, as he was one of my father's closest friends through their long years of business association.

He was one of the leading members of "The Old Guard," who worked long and faithfully in building up the national association to what it is today. It has always been an inspiration to me to have known these older men and I feel that in knowing them we cannot help but "carry on" in the same spirit in which they did. His was a frank and lovable character, never afraid to say what he considered right and always willing to hear the other side of an idea.

Mr. Meehan's activities in the trade are too well known to require comment. The fact that he missed but one convention of the American Association of Nurserymen in 44 years, is sufficient to attest to his interest. He was not content "to let George do it" but took an active part in advancing the interests of Nursery industry. Well may his son, Albert F., who continues the business, aspire to emulate the attainments of his dad, and in which he will have the trade's best wishes. With Mr. Meehan's popularity it is but natural that we should see fellow Nurserymen from far and near in attendance at his funeral service: a fitting tribute by his co-workers:

And, when the stream

Which overflowed the soul was passed away,

A consciousness remained that it had left,

Deposited upon the silent shore

Of memory, images and precious thoughts

That shall not die, and cannot be destroyed.

SAMUEL N. BAXTER,

Landscape Gardener,

Fairmont Park, Phila.

His sincere, friendly influence will never be forgotten.

His untiring effort as secretary of the National Protective Association was responsible for the success of this important work. He was also one of the men who organized the Ornamental Growers' Association during the national convention at West Baden Springs and through the years of its existence made it the one organization to forward and improve the ornamental Nursery business in this country.

It is difficult to express in writing the love and respect we have for him and how we will miss him from our ranks. All I can say is that I knew him, loved him, and mourn his loss; and that my heart goes out to his family who will miss him so much more than those of us who numbered him among our business friends.

WM. FLEMER, JR.

## Don't Split the Blame

You are Mainly Responsible for Your  
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## Lining Out Stock

GET LINED UP IMMEDIATELY

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**WILSON**

And don't lose out again this season

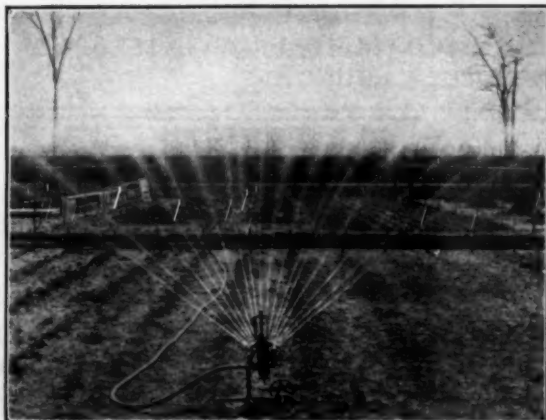
## LOOKING AHEAD

We will be in the market for Late Fall  
for

20-25 Carloads of  
Assorted Salable Sized Stock

Correspondence Solicited

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GET ready for 1928 Campaign against dry weather. This large area Rainbow Sprinkler is for Florists, Nurserymen, Vegetable growers as well as for private use on lawns and gardens. It is well designed and built. Of brass with steel base painted green. Compact. Durable. Weighs 25 lbs. Comes ready to attach to hose. 17 outdoor strainer type nozzles give perfect water distribution. Price \$40 F.O.B. Detroit. 10% discount cash with order. Write for Dealer's price on two or more. Or Catalog on other types of watering equipment. Order now.

Many hundreds of users write us that this Automatic Oscillating Rainbow Sprinkler is the best overhead irrigation unit made. Covers as much as 60 ft. x 60 ft. at a time.

**WHITESHOWERS**  
Incorporated

6458 Dubois St. Detroit, Mich.

## NOTABLE PROMOTION GATHERING IN FLORIDA NURSERY

**P**ROMINENT bankers, business men, Nurserymen, newspaper men and heads of civic organizations were guests of the Seaboard Air Line Railway at a luncheon at the Glen Saint Mary, Fla., Nurseries some time ago, the occasion being a boom for extension of Satsuma orange culture.

The Satsuma orange, in the opinion of many, is the most profitable fruit that can be grown in northern and western Florida. Moreover, says C. R. Stephens in the Florida Grower, it is the one fruit that can be grown in this territory better than it can anywhere else in the United States, excepting a narrow belt along the Gulf Coast, i. e., the extreme southern portions of Alabama, Mississippi, Louisiana, the Gulf Coast of Texas, and in Georgia along the Atlantic Seaboard as far north as Savannah. In these regions the soil and climatic conditions are very similar to those found in northern and western Florida and the Satsuma seems to be equally at home.

The Satsuma orange cannot be generally grown in southern Florida (the home of the round orange and grapefruit because it does not succeed on the high, dry, sandy soils predominating in that section and because the farther south it is planted the later the skin is in coloring and usually the fruit is not so good in quality. It cannot be grown in the citrus producing section of the Rio Grande Valley in Texas as it will not succeed on Sour Orange stock, the only stock adapted to that region. Neither can it be grown much north of the boundary line between Florida and Georgia, except along the Atlantic because of the danger of freezing.

The Satsuma is supposed to have originated on the island of Kiusiu, in Japan, and was first introduced into the United States in Florida in the year of 1876 by Dr. George R. Hall, and again in 1878 by Gen. Van Valkenburg, the United States Minister to Japan.

In 1876, G. L. Taber, the founder of the Glen Saint Mary Nurseries Company, and at that time its proprietor, had an opportunity of noting and testing the comparative growth and qualities of the Satsuma. Mr. Taber was so impressed with its value that he immediately secured bud-wood and commenced propagating it. Since that time that company has always grown Satsumas, both Nursery stock and fruiting trees, and in the

fall of 1905 shipped what is believed to have been the first solid carload of Satsuma fruit ever marketed in America. From 1905 to 1920, from 7 1-2 acres of grove there was shipped a total of 19,399 half-straps. These 19,399 half-straps netted the sum of \$32,455.68 above transportation and selling expense, or an average of \$3.35 per strap. The fruit consumed on the premises and that sold locally or in bulk is not included in the above figures. It must also be remembered that at the time shipments commenced, the Satsuma was new and totally unknown on the American markets. Since the market has become established, prices have ruled considerably higher and in more recent years Satsuma fruit has sold for as much as \$12 per strap.

Conclusions reached by the Seaboard Air Line Railway Company in 1924 were that the average return from a well-cared-for 12-year-old grove is \$1800 per acre.

Since the passage of the "Florida Green Fruit Law" by the 1925 Florida Legislature, the movement of early round oranges from Florida has been retarded. The fruit must be held until it is sufficiently matured to meet the state's requirements. This law does not apply to the "Kid-Glove" varieties (Satsuma, Tangerine, King, Mandarin and Temple), and is bound to greatly stimulate the demand for Satsumas and to increase the prices accordingly.

Wherever citrus trees are grown in the United States there is always the possibility of injury by cold, and the Satsuma is no exception to the rule. It is, however, much harder than other varieties, and its natural hardiness is greatly increased by budding it on Citrus Trifoliata stock—the only stock to which it is adapted. The actual danger to the Satsuma in northern and western Florida is probably about the same as it is to the round orange and grapefruit over a great portion of the orange belt.

The editor of American Nurseryman some time ago witnessed opening of a case of Pine Tree brand, fancy pack, Satsuma oranges from the Horticultural Development Association's orchards near Mobile, Ala., of which J. Lloyd Abbot, well known in horticultural circles throughout the South, is secretary and manager. The cases are made especially attractive at holiday time by including a liberal sprinkling of kumquats on sprigs with leaves attached and by a bit of tinsel.

**Treating Aster Seed**—Treatment of all aster seed sown in the state with bichloride of mercury is advocated by W. O. Gloyer, plant disease specialist at the Experiment Station, Geneva, N. Y., as protection against new diseases that may be carried by the seed. Formerly, it was possible to obtain good aster seed produced in New York, but the high cost of labor has driven out native seed and most of the aster seed now comes from Europe, Asia, and Africa, says this authority. Much of this seed carries diseases which must be controlled if the best results are to be secured. Instructions may be obtained by addressing the Geneva station.

**W. P. Stark En Route**—William P. Stark, long in the Nursery business and former president (Denver 1910) of the American Association of Nurserymen, travels extensively as a representative of the Du Pont interests and meets many of his friends in the trade. Recently he had several visits with Dr. Hansen at the South Dakota State College. The doctor has 16,000 rose creations, Semesan treated. He was in Shenandoah, Ia., not long ago visiting the Nurserymen there. He passed within a few miles of George Marshall, Arlington, Neb., scheduled not permitting a stop-over, but he will be in Louisiana, Mo., soon, on familiar ground.

Orange County, Cal., Nurserymen's Association will supervise the planting of trees and shrubs which it has donated to the county fair grounds.



## CATALOGS

Are you satisfied with your present catalog? We are producers of some of the most successful catalogs in the country. Write and get our ideas before placing your order for your 1928 catalog. Glad to send you samples without obligation.

**The L. W. Ramsey Company**

Advertising for Nurserymen

430 Union Bank Bldg. Davenport, Iowa

## Broadleaf and Coniferous EVERGREENS

English Laurel, Japanese Ligustrum, Gardenias, Aucuba Japonica, Biota, Retinosporus, Thuya.

Price list on request.

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H. VERZAAL, General Manager  
Wilmington, N. C. P. O. Box 275

## SEEDLINGS

European quarantines will evidently go into effect when planned, 1929. Build up American sources of supply by placing a liberal share of your seedling orders at home.

We have been growing seedlings right here for more than 20 years. Have made the usual mistakes of beginners in any business, but are now profiting by past experience. You will get the benefit of this, so check up on your requirements and let us quote you definitely on

Apple  
Mazzard  
Mahaleb

French Pear  
Ussuriensis  
Myro

Also on

Crataegus Oxycantha  
Ulmus Pumila seedlings and transplants.

**WASHINGTON NURSERY COMPANY**  
TOPPENISH, WASHINGTON

## Bolling Farms Nurseries

Growers

**ORNAMENTAL SHRUBS,  
BROAD LEAVED EVERGREENS,  
PRIVET, VINES, POPLARS,  
ARBORVITAE**

And other conifers.

Catalog and list of our offerings will be sent upon request.

Bolling, Alabama, Dept. B

## SPECIAL NOTICE

We want to sell you Pecans, Japan Persimmons, Roses, Fruit Trees, Shrubs and Evergreens, Cedrus Deodora, 2-3 ft. and 3-4 ft. and other kinds.

Write us for prices.

**Commercial Nursery Co.**

NICHOLSON BROTHERS, Proprietors.  
DECHERD, TENNESSEE

## FOR SALE

Your opportunity to buy prosperous and old established Nursery and Landscape Contracting Business. Location cannot be excelled. Sickness forces owner to sell. Will sell or lease grounds. Every modern convenience.

For further particulars write B-93, care "American Nurseryman," Rochester, N. Y.



## E. P. BERNARDIN Parsons Wholesale Nurseries

PARSONS, KANSAS

Established 1870

### Specialties

Amoor River North Privet, 2 yr.,  
2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurloow Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6 ft.

Deutzia Pride 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

**EVERGREENS**—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

## SCARFF'S Nursery

Headquarters for  
Small Fruit Plants  
And Lining Out Stock

Strawberries	Hardwood Cuttings
Raspberries	Iris
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Blackberries	Privet
Elderberries	Hydrangea P. G.
Currants	Mallow Marvel
Gooseberries	Barberry Seedling
Grape Vines	Peonies
Horseradish	Honeysuckle
Asparagus	Euonymus Radicans
Rhubarb	Philadelphus Grand

Our list quotes lowest prices

W. N. SCARFF & Sons, New Carlisle, O.

## BOXWOOD

Young's Boxwood and  
Evergreens

FOR LINING OUT

My service and stock will please you.

Write for Wholesale Trade List

**ROBERT C. YOUNG**

Wholesale Nurseryman

GREENSBORO NORTH CAROLINA

## PRIVET and BERBERIS Splendid Stock

Write for Special Quotations.

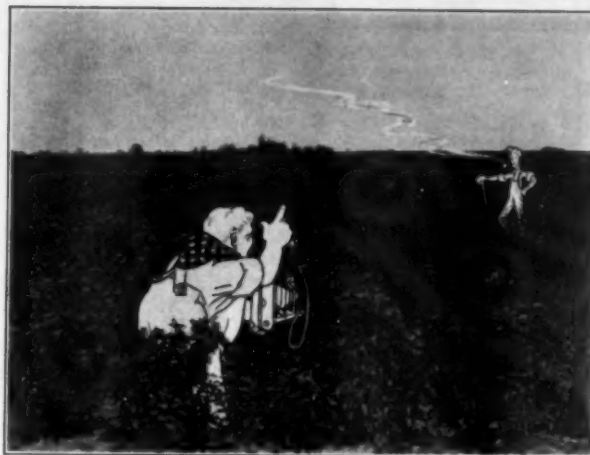
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Milford

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Say you saw it in "American Nurseryman"

## The Preferred Stock



One of our blocks of 2 year shrubs—Philadelphus Grandiflorus at the left; Forsythia Fortunei in the middle, and Weigela Rosea at the extreme right.

### Pretty nice looking stuff, isn't it?

This is the sort of stock we're delivering this Spring—fine, big fibrous roots; sturdy, well developed branches. Perk and I put a lot of work into these shrubs the last two years, and it has been more than repaid by the compliments we've received from nurserymen who've seen them and used them.

Naturally, we're pretty proud of our Shrubs. We've had a wonderful assortment in good quantities and good sizes—all well graded. Of course, the assortments are becoming broken now, but we still have an ample supply to care for your needs, if you wire.

We handle Rush orders RUSH!

Of special interest are our

3 year Berberis Thunbergi  
18-24 in., and 12-18 in.

Deutzias

Bush Honeysuckle

Hydrangea Paniculata Grandiflora

and Arborescens Sterilis

Sizes, prices and quantities available are listed in our current bulletin. Be sure you get your copy.

Actively yours,

**Jack**

P. S.—There isn't much of this season left, and we've all of us got to act fast to get the business. We'll do our part by shipping stock the day your order is received.

**Jackson & Perkins Company**

Wholesale Only

Newark, New York.

**T. SAKATA & CO.**

Specialists

**TREE SEED SHRUB**

**HERBST BROTHERS**

95 Front St.  
NEW YORK

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSEYMEN.

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Dignified, Exclusive Profession not overrun with competitors. Crowded with opportunity for money-making and big fees. \$5,000 to \$10,000 incomes attained by experts. Easy to master under our correspondence methods. Credentials awarded. We assist students and graduates in getting started and developing their businesses. Established 1916. Write for information; it will open your eyes. Do it today!

American Landscape School, 53 Newark, N. J.

IT COSTS LESS THAN 21 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

### Advertisements are Inserted Twice a Month in American Nurseryman for Single Rate

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**American Nurseryman**

PUBLISHED SEMI-MONTHLY, ON 1st AND 15th

58 Cents per Inch per Week Under Yearly Term

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1- General or Special Purpose - - - Any Size

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**AMERICAN ROSE SOCIETY**

Robert Pyle, West Grove, Pa., Secy.

The following rose has been approved by the registration committee of the American Rose Society, and notification having been sent to the foreign countries, is proposed for registration as follows:

Name—**ERIE TREASURE**. Originated with Chester D. Wedrick, Nanticoke, Ont., Can.

Class—Hybrid Rugosa

Parentage—Leperdreux x Nova Zembla

The plant is vigorous, upright and spreading, with semi-rugosa foliage; iron-clad hardiness. Its fine bud opens into a white tinted blush to snow white flower, 4" in diameter; strong rose perfume. This rose is a free bloomer and lasts well. It is somewhat similar to Nova Zembla, differing in growth, it being a fine shrub, freer bloomer, hardier and disease resistant. If no objections are raised to the undersigned within six weeks after publication of this notice, the registration of the above rose will become permanent.

ROBERT PYLE, Secretary

**Now It's the County Forester**—The second county forester in New York State and in the United States was recently hired by Erie County in the person of Croyden Kingsbury of Buffalo, a graduate of the State College of Forestry. He is second in this new field to James E. Davis of Cornell University who has been in Chautauqua County since the spring of 1927.

**LINING OUT STOCK**

200 to 300 thousand extra fine Concord for lining out. If interested let us quote prices and send sample of stock.

Still have a surplus in most varieties of Grapes, Currants and Gooseberries.

Get in touch with us. Forty-two years experience in the Nursery business.

**Foster Nursery Co., Inc.**

FREDONIA, N. Y.

**JOSEPH S. MERRITT**

*Hydrangea Specialist*

COLGATE, BALTIMORE, MD.

**Peach Pits**

**The Howard-Hickory Co.**  
HICKORY, N. C.

**Humus and Leaf Mold**

Write for Trade Prices

**H. B. Prindle**

70 E. 45th St. NEW YORK

**VALUABLE REPRINTS**

Of Articles Appearing in the Columns of the "American Nurseryman."

PRICE 10 CENTS EACH

"Sales Management and Business"—The star address of the Midwinter Convention Season—By H. N. Tolles, Chicago.

Heavy Losses Follow Late Stratification of Plum and Cherry Seeds—By C. F. Swingle, Junior Pomologist, U. S. D. A.

Pleasant Fields of Personal Work With Plants; Craftsmanship vs. Standardization—By Dr. L. H. Bailey, Noted Horticulturist.

How to Make Salesman Out of Raw Material—By E. H. Smith, Vice-Pres. Harrison Nursery Co., York, Neb.

**The Market for Roses**

In a full page advertisement in the Eastern Sunday New York newspapers, one of the largest department stores in that city reported the sale, during the preceding week, of 50,000 rose bushes, not to mention hundreds of fruit trees, grape vines and various kinds of ornamental shrubbery. Responding to this demand, it, therefore, announced a continuing sale of 100,000 more rose bushes at the same price of 33c apiece.

When an establishment in the heart of a great metropolitan district can thus market in such a short time such vast quantities of plant materials, is there any need for the trade—which, naturally, is far better equipped to sell service, as well as plants—to doubt the possibility of getting rid of all it can grow? Does not the problem after all resolve into one of telling the people where and what and how to buy, and of reaching out to them in such a way as to make their purchasing activities simple, pleasant and satisfying?

Perhaps this means market "development," but to us it sounds more like an opportunity for market capitalization.—Florists Exchange.

**Hicks Nurseries Enlarged**

The Hicks Nurseries of Westbury, Long Island, N. Y., have added to the Randolph street Nursery by the purchase of 35 acres of the adjoining Roche farm. This piece, added to the 62 acres of the Eastman Farm, purchased through the same broker in 1924, makes a total of 97 acres of land for Nursery stock. This Nursery is located south of the Jericho Turnpike, at Westbury, and is three-quarters of a mile in depth. With the extension of the Randolph street Nursery, Hicks Nurseries have now in active use 236 acres of land, including 40 acres leased from William W. Cocks; making it one of the largest Nurseries in this part of the East.

Ten barrels of dahlia bulbs were used this spring by a county agent in Florida for 4-H club girls who entered a flower-growing contest. Seventeen varieties were planted.

**POSITION WANTED**

A live office man with over fifteen years' experience as Sales Manager, but who can fill in anywhere, desires to get in touch with some live organization. Wholesale preferred.

Address B-92, care AMERICAN NURSERYMAN, Rochester, N. Y.

**Hill's Evergreen Plate Book**

50 four-color process prints from photographs, 40 Evergreen pictures, 10 Shrub pictures. Size 5 1/4 x 9 in. Loose leaf. Cloth binding. \$3.75. Leather, \$4.50. Post-paid. Great help in selling. Order for your salesmen. Money refunded if not satisfied.

**D. Hill Nursery Co.**

Evergreen Specialists • Largest Growers in America  
Box 405 GUNDEL, ILL.

**BUCKWHEAT HULLS**

"LIGHT AS Snowflakes" Mulch

Preserves soil moisture, prevents baking and cracking of soil, increases fertility, adds humus. Easiest and cheapest to apply.

Folder and Prices Upon Request

**DAYTON MILLING CO.**

825 Main Street

TOWANDA, PA.

**"Everything Worth Planting"**

Write for our 1927 Short Guide & Price List

**KELSEY NURSERY SERVICE**

50 Church Street

New York City

Established 1878

**Fruit and Flower Plates**

CATALOGUES—ENGRAVINGS

Plate Books, Folders, Maps, Stock Forms, Office Supplies, Circulars, Order Blanks, Price Lists.

**United Litho & Printing Companies**

29 No. Water St., Rochester, N. Y.

**FOR SALE**

Pink and White Flowering Dogwood; Norway, 6-8', 8-10'; Sugar, 7-8'; Sycamore, 10-12'; Silver Maple, 6-8'; European Planes, 5-7'; Pyramidal 18", 2-3', 3-4'; American Arborvitae, 2'; Rhododendrons; Lining Out Evergreens; and plenty of good service.

**E. W. JONES NURSERY CO., Woodlawn, Va.**

**Oregon Grade Standards**

The Portland, Ore., Nursery Club at its recent meeting heard the following findings of the Standardization Committee which were approved by the club:

**TEA AND HYBRID TEA ROSES**

Grade No. 1—Shall have at least three main branches, 8 inches to 24 inches in height.

Grade No. 2—Shall have at least two main branches measuring 12 inches or more in height.

**HYBRID PERPETUALS AND CLIMBERS**

Grade No. 1—Shall have at least three main branches and measure from 24 to 30 inches in height.

Grade No. 2—Shall have at least two main branches and measure from 18 inches up.

All plants below Grades No. 1 and Grades No. 2 shall be considered as culls and not offered to the trade.

The members of the Portland Nursery Club are in general accordance with the Seattle Nurserymen's suggestions for evergreen grade specifications as follows:

**EVERGREEN GRADING**

Grade No. 1—Width to be in proportion to height, according to variety, transplanted with perfect balled roots twice in three years in the field, and after that every three or four years, trimmed and shaped for compactness at intervals as may be required for specimen types.

Grade No. 2—Same treatment and specifications as for Grade No. 1, having slight imperfections as compared with specimen types.

Grade No. 3—Any evergreen stock not grown nor treated as indicated for Grades No. 1 and No. 2, imperfect for width and height, according to variety.

Prof. L. C. Corbett, Bureau of Plant Industry U. S. D. A., has been nominated for alumni trustee of Cornell University, Ithaca, N. Y.

**MISCELLANEOUS****WANTED****SITUATION WANTED**

Young man who understands Nursery Accounting wishes position as accountant in charge of all records. Connection with large wholesale or retail establishment desired. Address B-91 care American Nurseryman, Rochester, N. Y.

**FOR SALE****STOCK FOR SALE**

For Sale—Red pine trees, white pine trees and European larch trees. Size 4 feet up. Price for pines 50c per foot above ground and 25c per foot above ground for the larch as they stand at filter plant property of the undersigned in York, Penna. The tract adjoins the City of York along Country Club Road. Privilege is given purchaser to ball and burlap the roots and only restriction required is that the purchaser level surplus ground at trench. Apply York Water Company, York, Penna.

**ALL EVERGREENS**

Balled and burlapped and boxed free. Three times transplanted 15-18" 18-24" 2-3'. Pine, Austrian ..... \$1.00 \$1.50 \$2.00 Pine, Scotch ..... 1.00 1.50 2.00 Spruce, Col. Blue ..... 2.25 3.25 5.00 Spruce, Norway ..... .60 .75 1.00 Arborvitae, American ..... .75 1.00 1.50 Bittersweet Vines, 3 yr., 4-5 ft., 20c, 100 \$15.00 Send for wholesale price list of other items. **HIGHLAND NURSERIES, Johnstown, N. Y.**

Sphagnum Moss, 10-bbl. bale, \$3.50; 5 bales, \$12.00. Burlap 40c per bale extra. Get price on 5-bbl. bale. Jos. H. Paul, Box 156, Mahanawkin, N. J.

Fifty acres of leading varieties of peonies. Visit us in May. Phil Lutz Peony Farms, Boonville, Ind.

Peonies and Iris, four acres in bloom in May. L. F. Dintelman, Belleville, Ill.

**BOOKS**

**BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE**, 2 vols. Illustrated. Fully indexed. 3639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only in complete sets. Price \$25 per set. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

**LIST OF 113 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.**



### Clean Coast Grown SEEDLINGS

Properly ripened, carefully dug and graded, and packed so they will reach you in first class condition.

APPLE, Malus—Pyrus Malus  
PEAR, Chinese—Pyrus Calleryana  
" Chinese—Pyrus Ussuriensis  
" French—Pyrus Communis  
" Japan—Pyrus Serotina  
CHERRY, Mazzard—Prunus Avium  
" Mahaleb—Prunus Mahaleb  
PEACH, from Lovell Seed  
PERSIMMON, De Lotus  
PLUM, Myrobalan—Prunus Myrobalana  
BIRCH, European White—Betula alba  
ELM, Chinese—Ulmus pumila  
MAPLE, Norway—Acer platanoides  
" Sycamore Purple—Acer pseudo-platanus purpurescens

### ROOTED SEEDLINGS

QUINCE, Anglers  
ROSE, Manetti

Also a very complete line of Fruit Trees, Ornamentals, Roses and Nursery Supplies.

Your Want List will be appreciated.

### PORTLAND WHOLESALE NURSERY COMPANY

East Washington at Sixth Street  
PORTLAND, OREGON



## Our Catalog

The above is the title of a new nursery catalog which can now be purchased in any quantities by nurserymen. Every page is filled with carefully selected descriptive reading matter, retail prices, and is profusely illustrated with photo-engravings of every kind of nursery stock.

### FREE SAMPLE COPY

Your name and address on a postal card will bring a sample—also samples of two other "stock" nursery catalogs which we publish—also samples of other

### ADVERTISING IDEAS FOR NURSERYMEN

Write to us. Tell us what you want. We can increase your sales and make and save you money.

## CAMPBELL PRINTING COMPANY

*Horticultural Publicity*

917 Walnut Street

DES MOINES, IOWA

### Largest and Best Supply of GRAPE VINES CURRANTS GOOSEBERRIES

in all old and new varieties and grown in the famous Chautauqua-Erie Grape Belt.

Sixty years' experience in growing and furnishing strong, fibrous roots of well-known HUBBARD COMPANY grade.

Prompt shipment.

Attractive prices made on quantity lots.

**T. S. Hubbard Co.**  
FREDONIA, N. Y.

## SPECIAL

A Loose Leaf

## PLATE BOOK

At the Price of a Map  
80 COLORED PAGES

Special Sample Price \$2.00

PROCESS COLOR PRINTING CO.

Formerly CHRISTY, INC.  
Searle Bldg. ROCHESTER, N. Y.

## PLATE BOOKS

Salesmen send for catalog describing shrub and perennial compact folders and famous landscape plate book.

**B. F. CONIGISKY**

Hamilton Street Peoria, Illinois

## TREE SEEDS

Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

**CONYERS B. FLEU, JR.**

6326 Ross St., Germantown, Philadelphia

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

## ROSE BUSHES



OWN ROOT - FIELD GROWN  
WINTER HARVESTED  
3 SPECIALTIES

**HOWARD ROSE COMPANY**  
HEMET, CALIFORNIA

## PORTLAND ROSES

2-Year, Field-Grown, Budded Stock

CONIFERS HARDY PERENNIALS  
BROADLEAVED EVERGREENS ROCK PLANTS  
FLOWERING SHRUBS HARDY VINES

We extend a cordial invitation to the trade to visit our extensive ROSEFARM and nurseries on the beautiful COLUMBIA HIGHWAY at Sandy River.

## MOUNTAIN VIEW FLORAL COMPANY

Office: 341 E. 72nd St. S.

Portland, Oregon

### Haralson Apple Trees Evergreen Seedlings

MUGHO AND NORWAY PINE  
COLORADO BLUE SPRUCE

### J. V. Bailey's Nursery

Daytons Bluff Sta., St. Paul, Minn.

### The Park Nursery Co. PLEVNA, ALA.

Growers and Dealers

—High Grade—

### NURSERY PRODUCTS

FOREST TREE SEEDLINGS

and

ORNAMENTAL SHRUBS

Our Specialty

Get our prices before you buy.

### A DEPENDABLE DIGGER

at a reasonable price

Write for a descriptive  
circular and prices

"Yours for growing satisfaction"

NEOSHO NURSERIES, Neosho, Missouri

### STRAWBERRY PLANTS

Mastodon, Progressive, Dunlap, Aroma, Premier, Gibson. Also Raspberry and Blackberry plants. Individual orders shipped direct to your customers.

Grape Vines, 2 yr. Concord, priced to sell.

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## COLOR PLATES

Floricultural Illustrating Co.  
800 North Clark Street CHICAGO

RECOGNIZED AUTHORITIES ON FLOWER  
FRUIT AND VEGETABLE ART

### "We Ship 'Em Quick"

HARDY SHRUBS, ROSES, PRIVETS, FRUIT TREES, GRAPE VINES and SHADE TREES. CUT LEAF WEEPING BIRCH, A SPECIALTY.

### Champion Nurseries

PERRY, OHIO

## POSTAL BILL PROPOSALS NOW BEFORE CONGRESS

The House of Representatives on April 2 unanimously passed the Griest bill, H. R. 12030, revising downward the postal rates. The old rate of 1 cent each on post cards and the 1921 rates on second class matter are restored. A lower rate on third-class mail and slightly lower rates on newspapers and magazines when mailed by the public are provided.

The bill provides for business reply cards and envelopes to meet a demand from advertisers, by which they can encourage replies without the necessity of enclosing government postal cards or stamped envelopes or cards. Through this new method, post cards or envelopes bearing the address of the concern by which issued may be sent under cover to prospective purchasers, deposited by recipients in the mail, and forwarded without prepayment of postage to the issuing concern, from which the forwarding postage is to be collected.

National Council of Business Mail Users which has been keeping close watch on postal legislation, makes this comment on the measure:

**Third Class**—On third class, the bill provides for a pound rate of 12c per pound, with a minimum of 1c per piece. In other words, parcels weighing 1 1/3 ounces or less to go for 1c, and the rate to be graduated from that up to 1 1/2c for 2 ounces or 12c per pound; single mailings to cost 1 1/2c for 2 ounces or fraction thereof; the weight limit in this class of matter to be 8 ounces on any single piece.

To obtain the benefits of the pound rate it will be necessary that quantities of not less than 20 pounds, or 200 separately addressed identical pieces, be included in each shipment. Otherwise, there is no reduction and the present rate of 1 1/2c for each 2 ounces or fraction thereof will apply, except on books, catalogs, seeds, cuttings, bulbs,

scions and plants not exceeding 8 ounces in weight, upon which the mailer is given the option of mailing at 8c per pound or mailing individual pieces for 1c for each 2 ounces or fraction thereof, and in this section it is well to remember that the Department has ruled that catalogs shall carry 24 pages or more to obtain this rate.

**The Pound Rate**—Considerable opposition was expressed to the Third Class rate of 12c per pound, and it was pointed out that our Canadian neighbors enjoy a rate of 1c for 2 ounces and that they can mail their matter into this country at that price. The same situation exists in Great Britain and many other foreign countries. And it is possible under that rate for a British merchant to send a 2 ounce message from London to San Francisco at two-thirds the postage charged a San Francisco merchant mailing to a resident of his own city. There was also considerable opposition to the elimination of the stamp, as well as to the 20 pound limit on mailings.

The Post Office Department conceded the use of pre-cancelled stamps in denominations now printed and the Department also agreed to a fixed number of pieces to be made optional with the 20 pound requirement. This number has been fixed at 200, but on the rate to be charged the Post Office Department refused to concede anything, and notwithstanding the Canadian and British rates and the fact that American mailers are placed at a great disadvantage with foreign competition, the Post Office Department was unyielding.

This Association argued strongly to the Committee that it was not a question of rate but a question of weight and that the additional two-thirds of an ounce could be carried by the government at practically no additional cost. Moreover, that the additional weight would make the mails much more attractive to mailers and produce greatly added volume and revenue for the government.

Still the Department was adamant and the

Committee has followed the recommendations of the Post Office Department in granting no reduction in the third class rate as fixed in the bill at 12c per pound. Now our only hope in that regard lies in an appeal to Congress.

**Fourth Class**—On fourth class, the bill provides for 7c for the first pound in the 1st and 2nd zones, and 1c for each additional pound or fraction; 3d zone, 8c for the first pound or fraction, and 2c for each additional pound or fraction; 4th zone, 8c for the first pound or fraction, and 4c for each additional pound or fraction; 5th zone, 9c for the first pound or fraction, and 6c for each additional pound or fraction; 6th zone, 10c for the first pound or fraction, and 8c for each additional pound or fraction; 7th zone, 12c for the first pound or fraction, and 10c for each additional pound or fraction; 8th zone and outlying territories, 13c for the first pound or fraction, and 12c for each additional pound or fraction. The bill also provides for local delivery the rate of 7c for the first pound and 1c for each additional 2 pounds, and that matter mailed on rural routes for delivery within the 1st, 2nd and 3d zones shall be 2c less than the rates prescribed and for the 4th, 5th, 6th, 7th and 8th zones 1c less.

Strong protests were made to the Committee against their Parcel Post rates. In the main they are prohibitory and amount to a continuation of the present 2c service charge, for which no service has ever been rendered. There never was any sound reason for an increase in the Parcel Post rates, but the recommendation of the Post Office Department again prevailed. Our fight must be made in the Senate.

**American Grape Growing**, a standard book, by George Husmann, long familiar to horticulturists, has been republished by the Orange Judd Pub'g Co. It can be had postpaid for \$2.15 from American Fruits Pub'g Co., Rochester, N. Y.

**SPIREA VANHOUTTE**  
2-3 ft., 3-4 ft., and 4-5 ft. in quantities.  
**HYDRANGEA ARBORESCENS**  
18-24 in. and 2-3 ft.  
**HYDRANGEA PAN. GRAND.**  
18-24 in. and 2-3 ft.  
**BERBERIS THUNBERGI, CALIFORNIA PRIVET,** and all other SHRUBS in a good assortment.  
**WISC. WEeping WILLOWS**  
6-8 ft. and 8-10 ft.  
**FRUIT TREES, GRAPE VINES, and SMALL FRUIT PLANTS**  
**"WEST has the BEST"**  
**T. B. WEST & SONS**  
PERRY, OHIO

**PECAN TREES**  
CAR LOTS our specialty, but we accept orders from nurserymen for any number of trees. Also have Satsuma Orange trees.  
**Simpson Nursery Co.**  
Monticello, Fla. Established 1902

**"SPECIALS"**  
**LOMBARDY POPLAR**  
10 to 12 ft. .... \$ .45, per 1000 \$350.00  
8 to 10 ft. .... .35, per 1000 250.00  
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5 to 6 ft. .... .15, per 1000 120.00  
**SILVER MAPLE**  
10 to 12 ft. .... .75, per 1000 600.00  
8 to 10 ft. .... .60, per 1000 450.00  
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**WEeping WILLOW**  
8 to 10 ft. .... .45, per 1000 350.00  
6 to 8 ft. .... .35, per 1000 250.00  
Buddelia, 2 to 3 ft. .... .15, per 1000 100.00  
Fussy Willow, 3 to 4 ft. Each. .... \$ .20  
Snowberry, 2 to 3 ft. Each. .... .15  
Dogwood Red Stem, 3 to 4 ft. Each. .... .25  
Dogwood Yellow Stem, 3 to 4 ft. Each. .... .25  
Mock Orange, 3 to 4 ft. Each. .... .20  
Complete list mailed on request.  
**TITUS NURSERY CO.** Waynesboro, Virginia

When writing to advertisers just mention **American Nurseryman.**

**THIS SPACE**  
**\$2.50 Per Month** Under Yearly Term Contract  
**58 Cents Per Week**  
Less Than Yearly: \$2.80 Per Month

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### A PRACTICAL EDUCATION In Sales Management and Business Practice

The Star Address in Nursery Trade Circles in Mid-Winter Season  
By Harry N. Tolles, President Sheldon School, Chicago  
At Annual Convention of the Illinois Nurserymen's Association  
Chicago, January 18, 1928

Reprints of this address from the Feb. 15 edition of "American Nurseryman" in eight-page form on super-cal. paper, 10 x 13 1/2, can be had for 10 cents each.

For individual use; for distribution by Nursery concerns to members of office and sales forces; for distribution to Nursery Trade Association members. Supply limited.

**AMERICAN FRUITS PUBG. CO.**

P. O. Box 124, Rochester, N. Y.

### THE AMERICAN ASSOCIATION OF NURSERYMEN

Is accomplishing much for the Nursery Trade.  
With a record of fifty-two years of service.  
Practical departments and active committees.  
National conventions of inestimable value.

President, W. W. Hillenmeyer, Lexington, Ky.

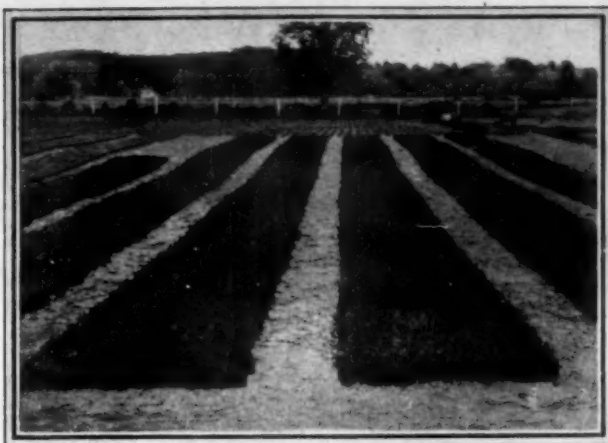
Unite with Seven Hundred Representative Nurserymen throughout the country to protect your interests and advance your business. Only Nurserymen of high ideals are eligible to membership.

Vice-President, Wm. Flemer, Jr., Princeton, N. J.

Write **CHARLES SIZEMORE, Secretary, Louisiana, Mo.,** for full particulars.

Convention Date: Denver, Colo., June 20-22, 1928





## STOP DISEASE RAVAGES SPEED GERMINATION...IMPROVE YOUR STOCK *with one simple operation*

WHEN your crops are costly varieties of trees, shrubs, biennials and perennials, disease losses are a heavy drain on the nursery profits. When certain seeds take as long as two years to germinate, anything that will increase the percentage of germination and speed germination is tremendously important. When disease suddenly ravages your entire stock of rose bushes, the work of several years, a real control and preventive measure is certainly worth investigating.

Semesan has already saved nurserymen thousands of dollars by controlling and preventing the mysterious diseases that snatch away the profits of several seasons. What some of these nurserymen have to say about this modern way of combating an ancient evil is well worth a careful reading:

*Cut Germination Time in Half—*  
"Our most striking experiment with Semesan was on the seed of *Juniperus Virginiana*, seed that generally takes two years to germinate. This Semesan-treated seed gave a good, heavy germination the first year while the check block had only a few germinated seeds. The seedlings in the Semesan-treated block grew more vigorously than the others and were not affected by damping-off fungus."

THE KELSEY NURSERIES, Inc.,  
St. Joseph, Mo.

*Saves Valuable Cuttings—*"A batch of cuttings in sand—*Taxus Cuspidata*, the Japanese yew—started to damp-off badly. I pulled up all of them, sorted them, treated with Semesan, and put them back. With the exception of a few scattered ones, which were probably badly infected when I put them in, the whole lot is now thoroughly rooted and I did not lose any more plants. Some other cuttings of the same batch, before I used Semesan, were rooted and potted up. These suffered badly of the same trouble and I lost about half of them."

H. H. DE WILDT, Greenwood Nurseries, Greenwood, R. I.

*Eradicates Black Spot and Mildew of Roses—*"I am convinced that Semesan will do more to eradicate black spot and mildew of roses than anything I have ever tried. I was successful in getting a wonderful new growth for next year. I will start early and believe I can beat out the everlasting pest next year."

LOT D. SUTHERLAND,  
Canandaigua, N. Y.

*Suffers the Least Loss in Years—*  
"I have inspected pretty well on to another thousand of the roses I shipped this spring. The loss is less than one per cent—something unprecedented in all my years of shipping roses. I believe this is due to the use of Semesan."

E. R. CLARKE,  
Annapolis Royal Nurseries,  
Annapolis, Nova Scotia.

*Apple Grafts 25% Cleaner—*"I treated 8,000 apple grafts with Semesan, following the instructions of Dr. Waite of the U. S. Department of Agriculture. These grafts were 25% cleaner than those of the previous year. The Tennessee State University recommends it."

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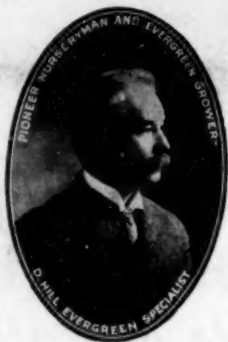
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